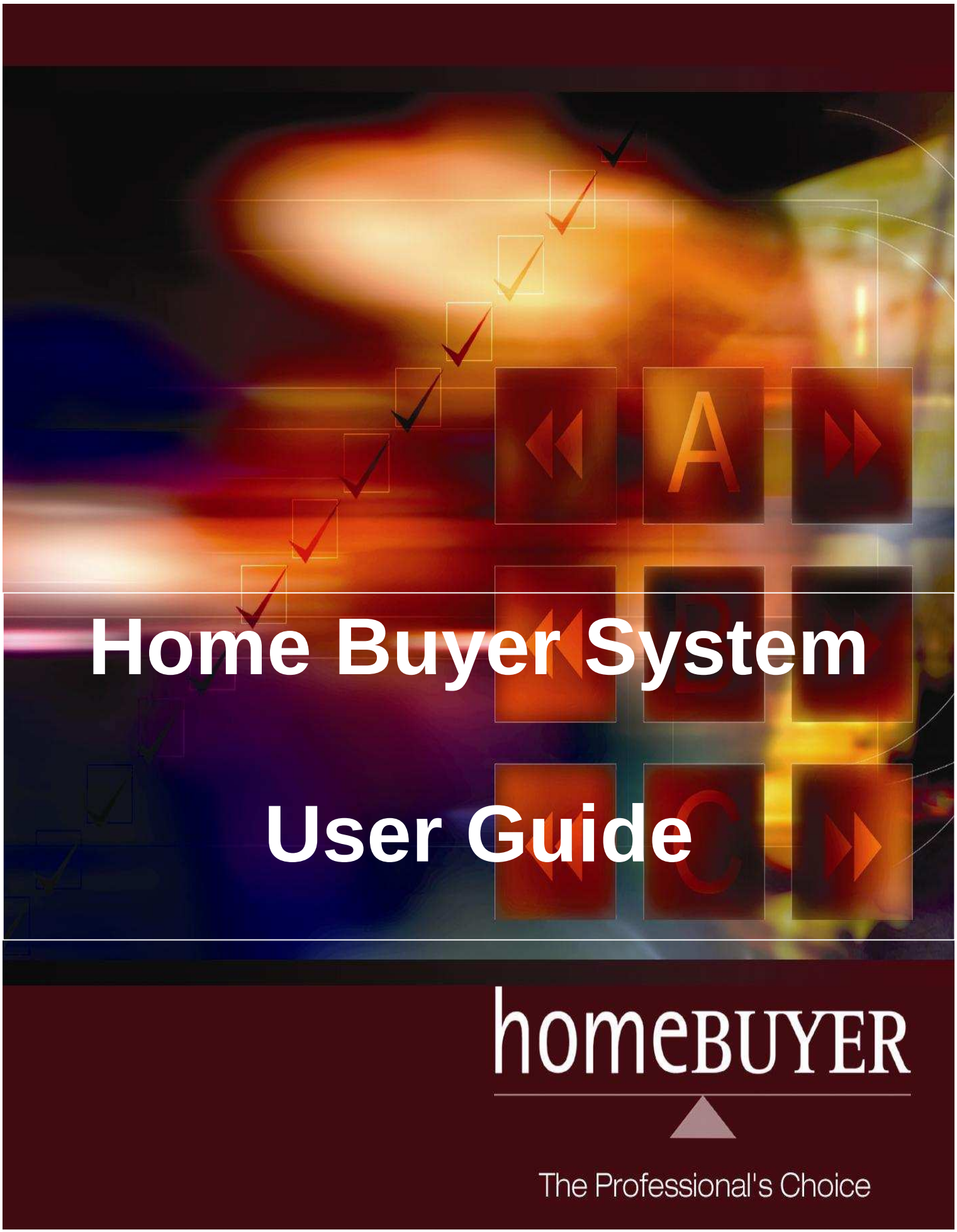

Home Buyer System

User Guide

homeBUYER

The Professional's Choice

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1. Welcome to the Home Buyer System

The Home Buyer System, put simply, is a mortgage and insurance sales process that picks up the compliance for you as you progress through the sale to its conclusion. The following takes you through how to follow the process and produce a compliant sale.

The FSA's regulations have been put in place to protect the consumer and what they want from you is:

- To show them what your sales process is
- To prove that you follow it in every case (even when the sale does not complete)
- To prove that the customer can afford the new undertaking
- To prove that the products recommended are suited to the customers demands and needs
- To prove you "Treat The Customer Fairly"

Then it shows you how your compliance data can be exported to your Compliance Department to fulfil the checking requirements of the FSA.

1.1 The Objective

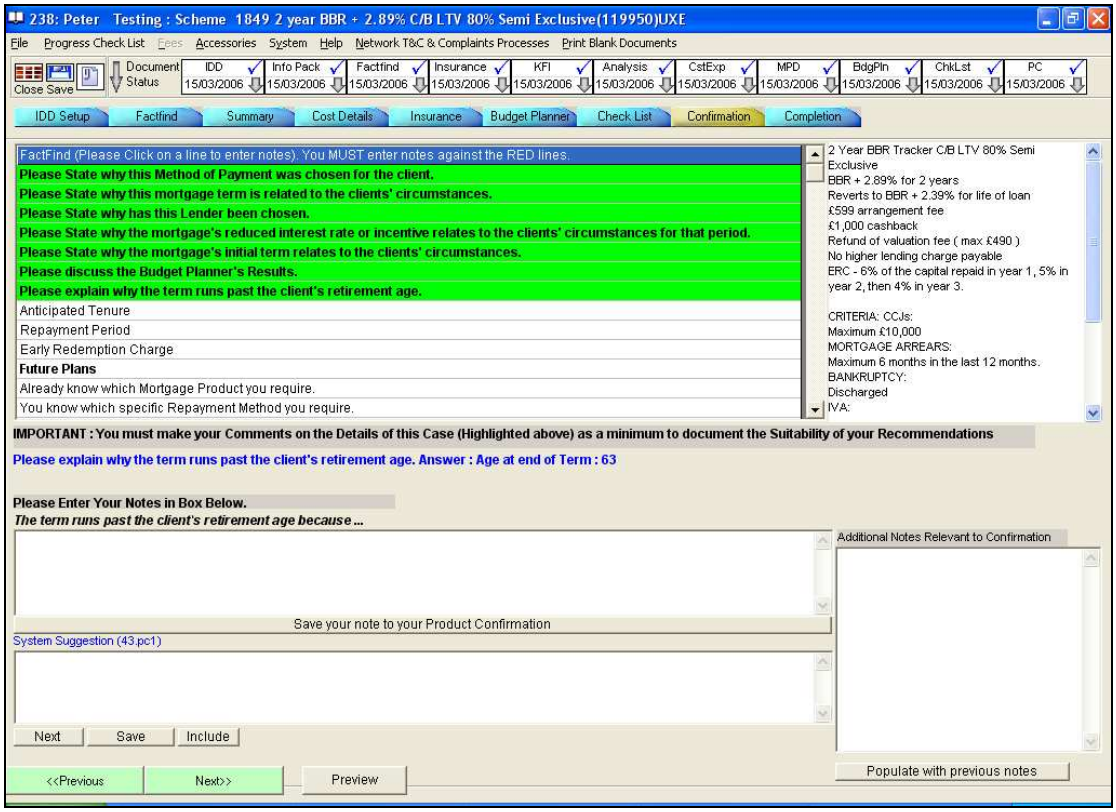
The various facilities of the system are accessed from the Main Menu but the major facility is the New Customer. This is the sales process for Mortgages, Insurances or both.

If you have saved a Prospect in the Quick Search area then you would access this area by going into the Customer Database and double clicking that person. You will then arrive in the New Customer area i.e the sales process.

This part of the system provides an easy to follow tick box solution for you to provide a fully audited sales process for each and every case you deal with. Anyone looking at the details of the case in the future will be able to see very clearly what happened, when and why.

Below is an example of a finished case. As you progress through the system by clicking the Next button so the sales process will begin to build going from left to right on the Tabs, starting with IDD (Initial Disclosure Document) Setup and ending at the Completion.

The objective, therefore, is to get a full compliment of ticks to ensure you have completed the sales process successfully. The system knows that not all cases go to completion, so it is only looking to make sure the requisite number of ticks are showing, for the stage it has reached.


238: Peter Testing : Scheme 1849 2 year BBR + 2.89% C/B LTV 80% Semi Exclusive(119950)UXE
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes Print Blank Documents
Close Save
Document Status
IDD 15/03/2006
Info Pack 15/03/2006
Factfind 15/03/2006
Insurance 15/03/2006
KFI 15/03/2006
Analysis 15/03/2006
CstExp 15/03/2006
MPD 15/03/2006
BdgPln 15/03/2006
ChkLst 15/03/2006
PC 15/03/2006
IDD Setup
Factfind
Summary
Cost Details
Insurance
Budget Planner
Check List
Confirmation
Completion
FactFind (Please Click on a line to enter notes). You MUST enter notes against the RED lines.
Please State why this Method of Payment was chosen for the client.
Please State why this mortgage term is related to the clients' circumstances.
Please State why has this Lender been chosen.
Please State why the mortgage's reduced interest rate or incentive relates to the clients' circumstances for that period.
Please State why the mortgage's initial term relates to the clients' circumstances.
Please discuss the Budget Planner's Results.
Please explain why the term runs past the client's retirement age.
Anticipated Tenure
Repayment Period
Early Redemption Charge
Future Plans
Already know which Mortgage Product you require.
You know which specific Repayment Method you require.
2 Year BBR Tracker C/B LTV 80% Semi Exclusive
BBR + 2.89% for 2 years
Reverts to BBR + 2.39% for life of loan
£599 arrangement fee
£1,000 cashback
Refund of valuation fee (max £490)
No higher lending charge payable
ERC - 6% of the capital repaid in year 1, 5% in year 2, then 4% in year 3.
CRITERIA: CCJs:
Maximum £10,000
MORTGAGE ARREARS:
Maximum 6 months in the last 12 months.
BANKRUPTCY:
Discharged
IVA:
IMPORTANT : You must make your Comments on the Details of this Case (Highlighted above) as a minimum to document the Suitability of your Recommendations
Please explain why the term runs past the client's retirement age. Answer : Age at end of Term : 63
Please Enter Your Notes in Box Below.
The term runs past the client's retirement age because ...
Additional Notes Relevant to Confirmation
Save your note to your Product Confirmation
System Suggestion (43.pc1)
Next
Save
Include
<<Previous
Next>>
Preview
Populate with previous notes

As you complete each stage of the sales process so you will get a tick on the boxes (IDD to PC) at the top of the screen which provide three functions:

- To show ticks if they have been done and crosses if they have not
- To show you the dates they were produced
- To show a history if you have printed the document more than once
- The facility to Print or Re-Print them

To access this you click the grey arrow on the box and the facilities drop down for you to click on.

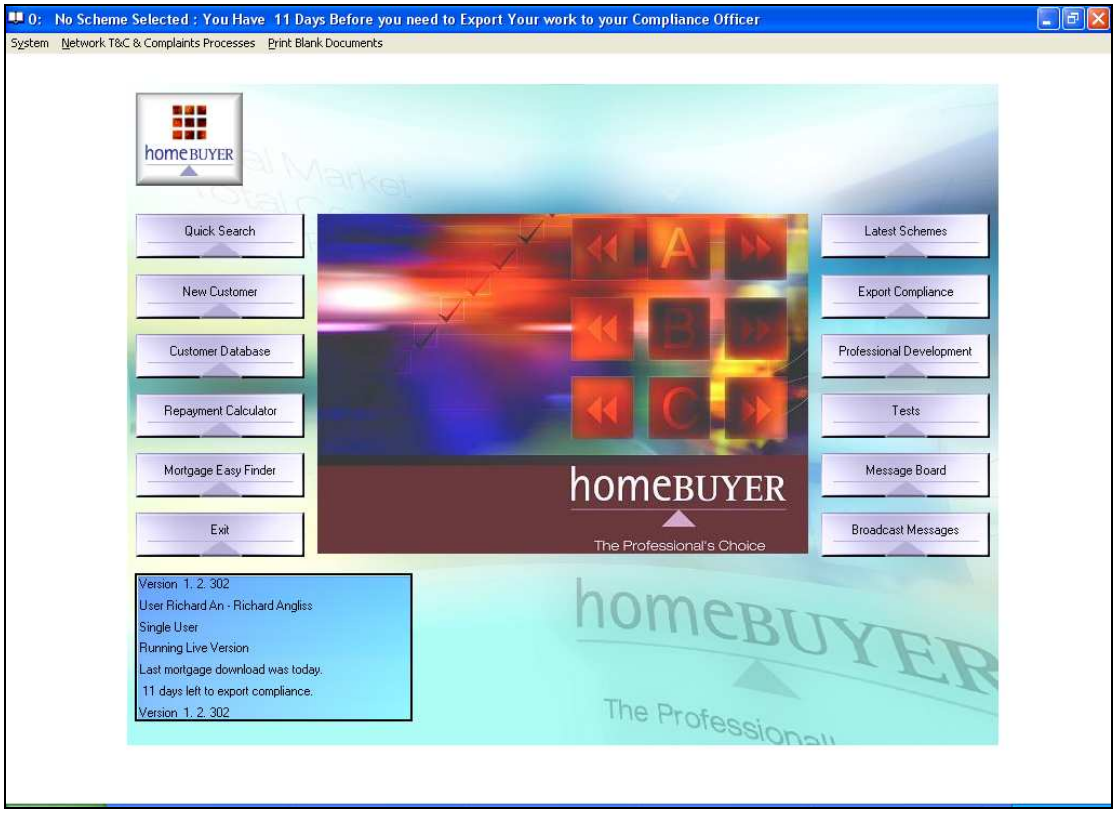
1.2 Navigation

To progress through the system you click the Next button at the bottom of each page. As you move forward so the next Tab will appear. So for example as you click next after completing the IDD Setup, the Factfind Tab will appear.

Where the Tab has several sections, like the Factfind and Insurance then the sections will be down the left hand side of the screen and when you click Next it will go down the Tabs until it reaches the end. Then it will go across again on the top Tabs.

If you want to go back a Tab you click the Back button. If you want to go to a Tab then you just click the Tab you require.

2. The Main Menu



When you start the system this is what you will see – we have called it the "Main Menu" and as the name suggests this is where all the main functions can be accessed.

In the bottom left hand corner is a "Status" box which records the details of what version you are running, when you last downloaded your compliance data, when you last updated the mortgage information and so on.

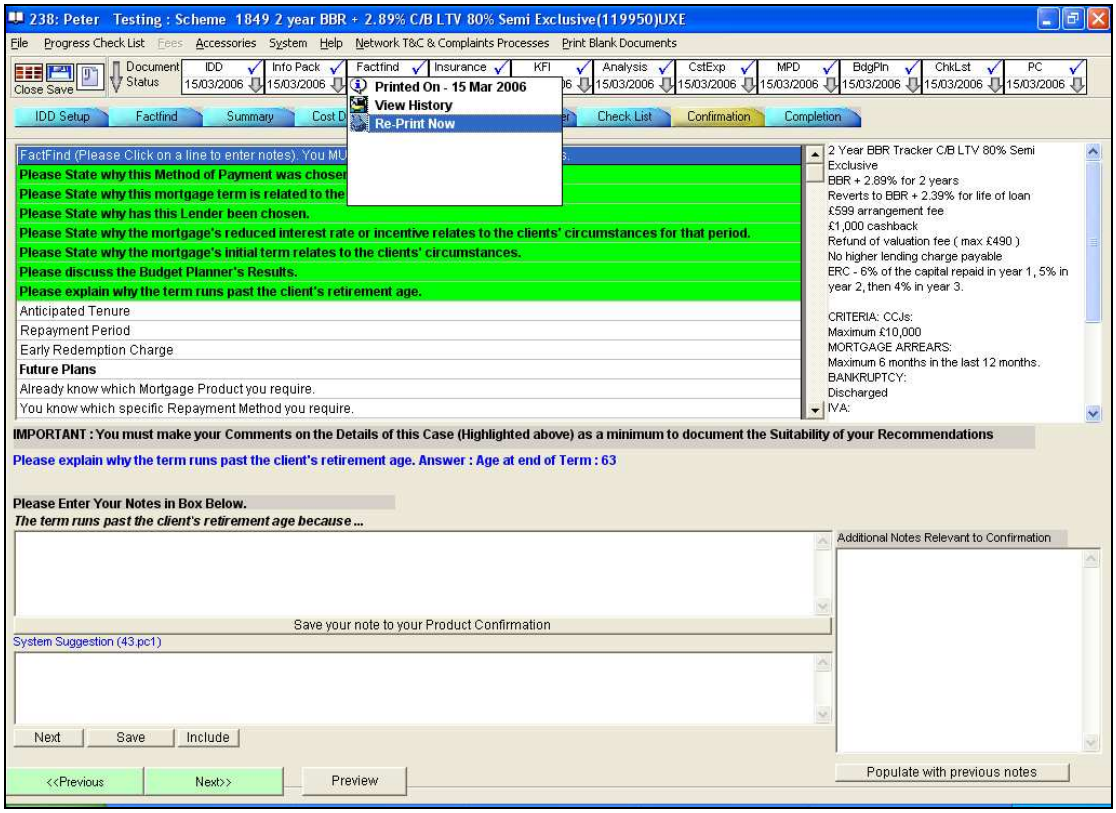
Everything works from the Main Menu and once you go into any of the items on the menu you will be returned here when you close that section. The buttons are:

1. Quick Search
2. New Customer
3. Customer Database
4. Repayment Calculator
5. Mortgage Easy Finder
6. Exit
7. Latest Schemes
8. Export Compliance
9. Professional Development

10. Tests

11. Message Board

12. Broadcast Messages


238: Peter Testing : Scheme 1849 2 year BBR + 2.89% C/B LTV 80% Semi Exclusive(119950)UXE
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes Print Blank Documents
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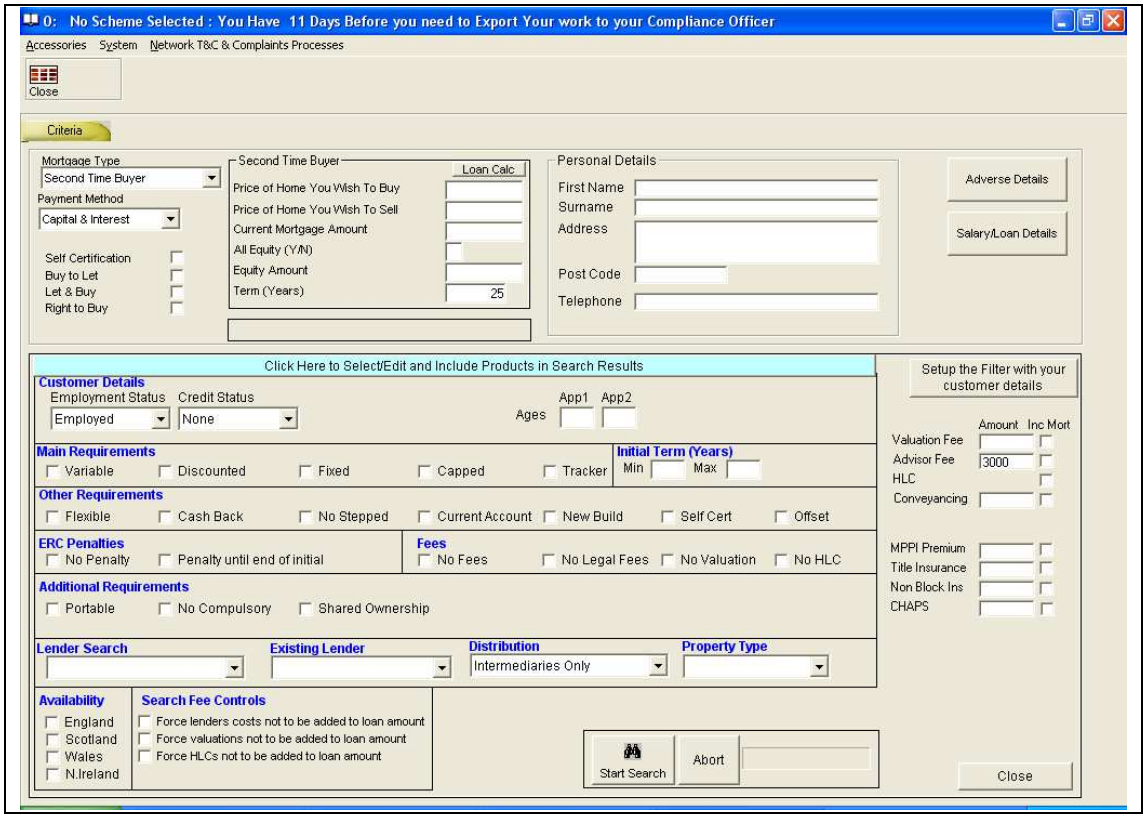
Factfind
Insurance
KFI
Analysis 15/03/2006
CstExp 15/03/2006
MPD 15/03/2006
BdgPln 15/03/2006
ChkLst 15/03/2006
PC 15/03/2006
Printed On - 15 Mar 2006
View History
Re-Print Now
IDD Setup
Factfind
Summary
Check List
Confirmation
Completion
FactFind (Please Click on a line to enter notes). You MU
Please State why this Method of Payment was chose
Please State why this mortgage term is related to the
Please State why has this Lender been chosen.
Please State why the mortgage's reduced interest rate or incentive relates to the clients' circumstances for that period.
Please State why the mortgage's initial term relates to the clients' circumstances.
Please discuss the Budget Planner's Results.
Please explain why the term runs past the client's retirement age.
Anticipated Tenure
Repayment Period
Early Redemption Charge
Future Plans
Already know which Mortgage Product you require.
You know which specific Repayment Method you require.
2 Year BBR Tracker C/B LTV 80% Semi Exclusive
BBR + 2.89% for 2 years
Reverts to BBR + 2.39% for life of loan
£599 arrangement fee
£1,000 cashback
Refund of valuation fee (max £490)
No higher lending charge payable
ERC - 6% of the capital repaid in year 1, 5% in year 2, then 4% in year 3.
CRITERIA: CCJs:
Maximum £10,000
MORTGAGE ARREARS:
Maximum 6 months in the last 12 months.
BANKRUPTCY:
Discharged
IVA:
IMPORTANT : You must make your Comments on the Details of this Case (Highlighted above) as a minimum to document the Suitability of your Recommendations
Please explain why the term runs past the client's retirement age. Answer : Age at end of Term : 63
Please Enter Your Notes in Box Below.
The term runs past the client's retirement age because ...
Additional Notes Relevant to Confirmation
Save your note to your Product Confirmation
System Suggestion (43.pc1)
Next
Save
Include
<<Previous
Next>>
Preview
Populate with previous notes

The following explains each of the functions of the “Main Menu” buttons:

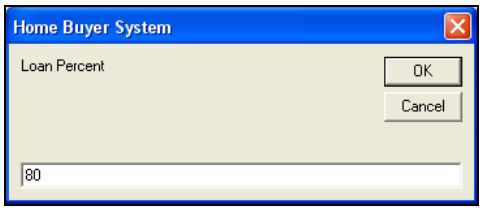
2.1 Quick Search

When you click the Quick Search button you will see this screen:



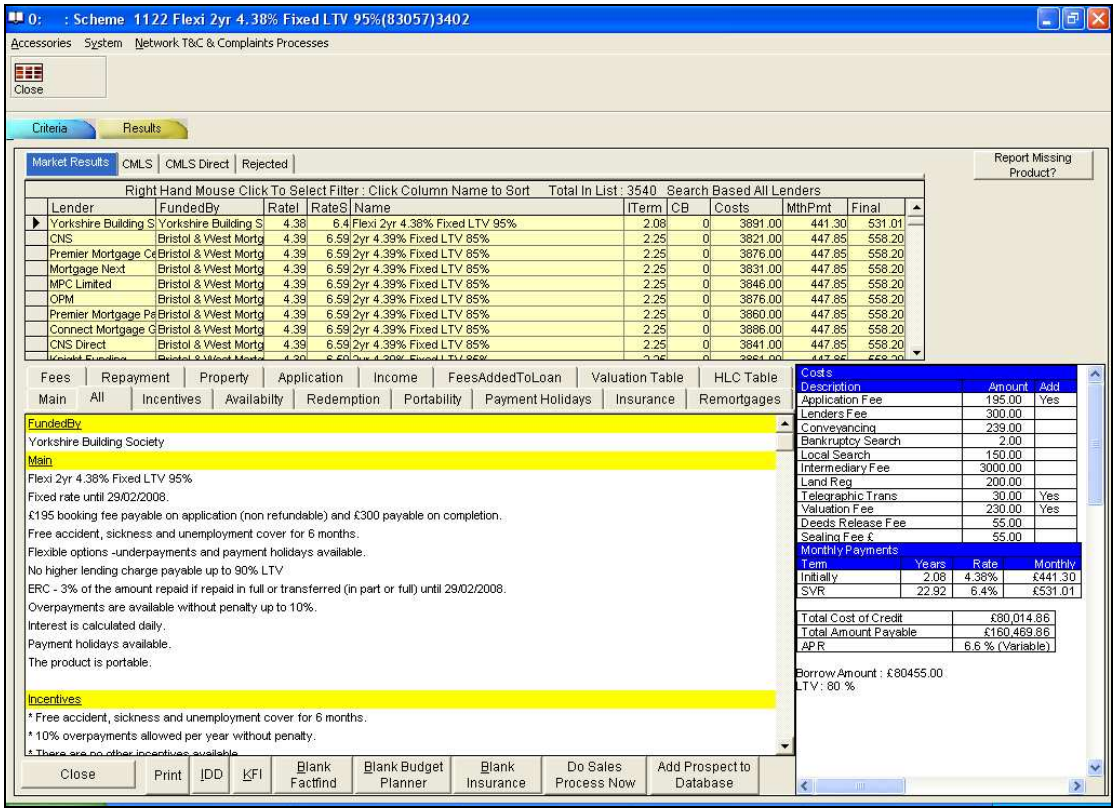
You can enter whatever you want to and click the “Start Search” button. If you wish to override some of the key costs or add them, you can enter them on the far right hand side of the screen. These include, Valuation Fee, Advisor Fee etc.

Also if you know what the loan to value is going to be just click the Loan Calc button above the input area and type it in.



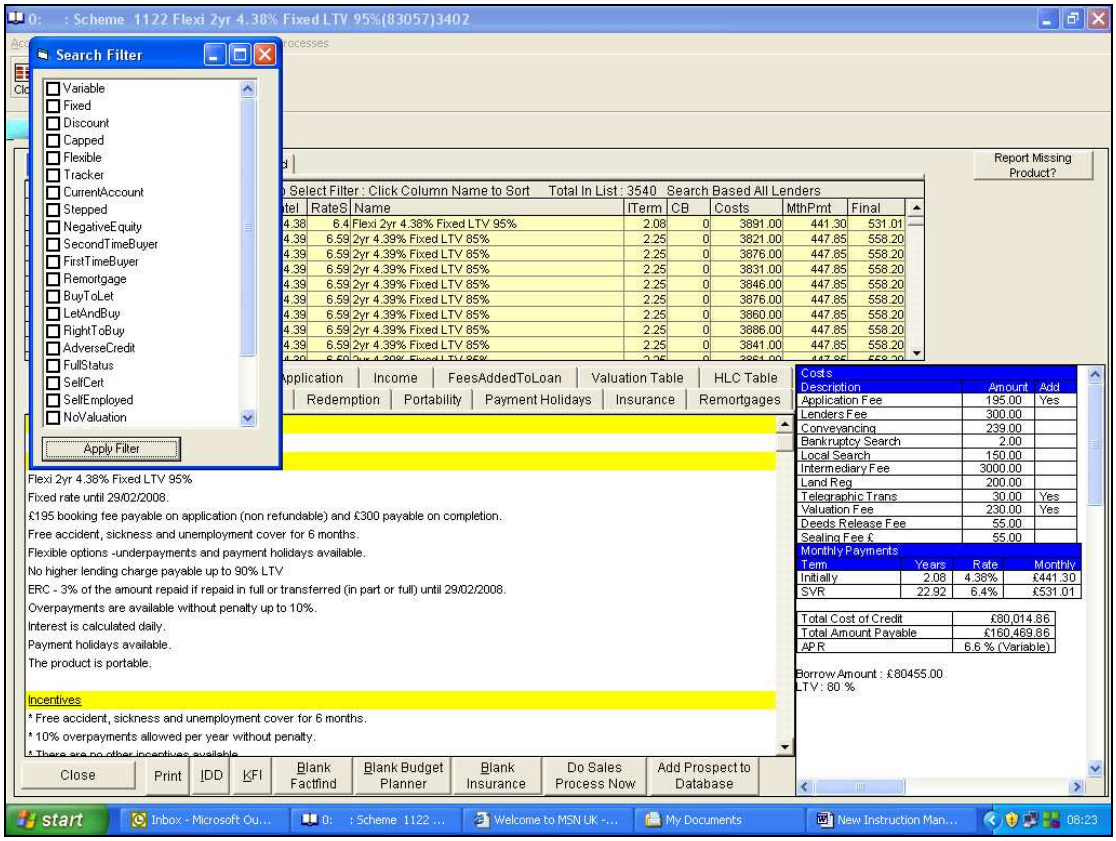
NB - if you start a search and then realise you have forgotten something click the “Abort” button. This will immediately stop the search and allow you to make changes and start again.

The Search Results come up as shown in the next screenshot:


0: : Scheme 1122 Flexi 2yr 4.38% Fixed LTV 95%(83057)3402
Accessories System Network T&C & Complaints Processes
Close
Criteria
Results
Market Results
CMLS
CMLS Direct
Rejected
Report Missing Product?
Right Hand Mouse Click To Select Filter : Click Column Name to Sort Total In List : 3540 Search Based All Lenders
Lender | FundedBy | Ratel | RateS | Name | ITerm | CB | Costs | MthPmt | Final
Yorkshire Building S | Yorkshire Building S | 4.38 | 6.4 | Flexi 2yr 4.38% Fixed LTV 95% | 2.08 | 0 | 3891.00 | 441.30 | 531.01
CNS | Bristol & West Mortg | 4.39 | 6.59 | 2yr 4.39% Fixed LTV 85% | 2.25 | 0 | 3821.00 | 447.85 | 558.20
Premier Mortgage Ce | Bristol & West Mortg | 4.39 | 6.59 | 2yr 4.39% Fixed LTV 85% | 2.25 | 0 | 3876.00 | 447.85 | 558.20
Mortgage Next | Bristol & West Mortg | 4.39 | 6.59 | 2yr 4.39% Fixed LTV 85% | 2.25 | 0 | 3831.00 | 447.85 | 558.20
MPC Limited | Bristol & West Mortg | 4.39 | 6.59 | 2yr 4.39% Fixed LTV 85% | 2.25 | 0 | 3846.00 | 447.85 | 558.20
OPM | Bristol & West Mortg | 4.39 | 6.59 | 2yr 4.39% Fixed LTV 85% | 2.25 | 0 | 3876.00 | 447.85 | 558.20
Premier Mortgage Pa | Bristol & West Mortg | 4.39 | 6.59 | 2yr 4.39% Fixed LTV 85% | 2.25 | 0 | 3860.00 | 447.85 | 558.20
Connect Mortgage G | Bristol & West Mortg | 4.39 | 6.59 | 2yr 4.39% Fixed LTV 85% | 2.25 | 0 | 3886.00 | 447.85 | 558.20
CNS Direct | Bristol & West Mortg | 4.39 | 6.59 | 2yr 4.39% Fixed LTV 85% | 2.25 | 0 | 3841.00 | 447.85 | 558.20
Fees | Repayment | Property | Application | Income | FeesAddedToLoan | Valuation Table | HLC Table
Main | All | Incentives | Availabilty | Redemption | Portability | Payment Holidays | Insurance | Remortgages
FundedBy
Yorkshire Building Society
Main
Flexi 2yr 4.38% Fixed LTV 95%
Fixed rate until 29/02/2008.
£195 booking fee payable on application (non refundable) and £300 payable on completion.
Free accident, sickness and unemployment cover for 6 months.
Flexible options -underpayments and payment holidays available.
No higher lending charge payable up to 90% LTV
ERC - 3% of the amount repaid if repaid in full or transferred (in part or full) until 29/02/2008.
Overpayments are available without penalty up to 10%.
Interest is calculated daily.
Payment holidays available.
The product is portable.
Incentives
* Free accident, sickness and unemployment cover for 6 months.
* 10% overpayments allowed per year without penalty.
Costs
Description | Amount | Add
Application Fee | 195.00 | Yes
Lenders Fee | 300.00 |
Conveyancing | 239.00 |
Bankruptcy Search | 2.00 |
Local Search | 150.00 |
Intermediary Fee | 3000.00 |
Land Reg | 200.00 |
Telegraphic Trans | 30.00 | Yes
Valuation Fee | 230.00 | Yes
Deeds Release Fee | 55.00 |
Sealing Fee £ | 55.00 |
Monthly Payments
Term | Years | Rate | Monthly
Initially | 2.08 | 4.38% | £441.30
SVR | 22.92 | 6.4% | £531.01
Total Cost of Credit £80,014.86
Total Amount Payable £160,469.86
APR 6.6 % (Variable)
Borrow Amount : £80455.00
LTV : 80 %
Close
Print
IDD
KFI
Blank Factfind
Blank Budget Planner
Blank Insurance
Do Sales Process Now
Add Prospect to Database

By clicking on a product in the search results you will be given the criteria on the Tabs and the cost details on the right.

If you want to refine or change the search you can either click the Criteria Tab and go back and make changes, or “Right Click” the details, which will give you this option to make changes.



You can produce an IDD from this screen, print a Factfind, a Budget Planner, Insurance sales process document and most importantly produce as many KFI's as you need.

NB All KFI's produced in the Quick Search area will carry a warning to the customer explaining that they are given on an illustrative basis only and therefore, does not constitute advice being given

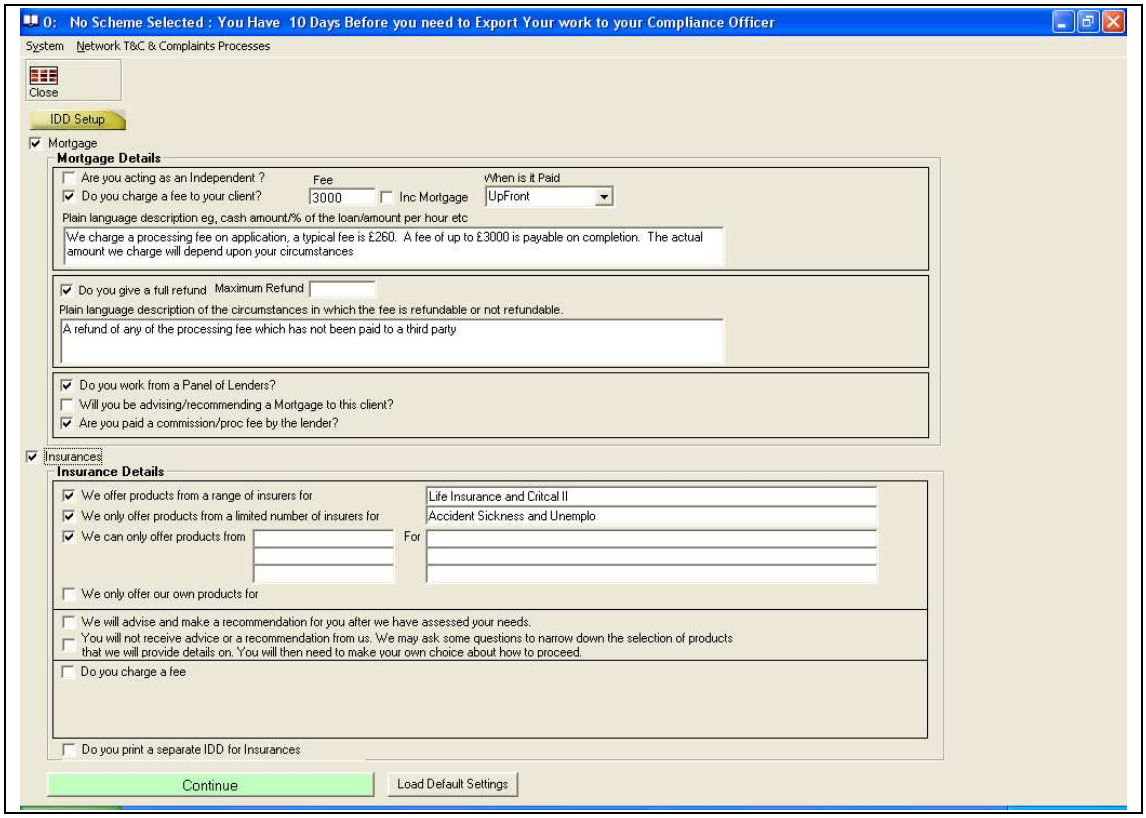
Also you have the opportunity to save the details either as a customer, which then allows you to go into the Compliance, should you be in a position to do so, or save them as a Prospect. This simply saves all you have entered and puts it in the database for when you next need to work on it.

If you do not wish to save at all, you can click the Close button to go back to the Main Menu.

2.2 New Customer

2.2.1 The Sales Process

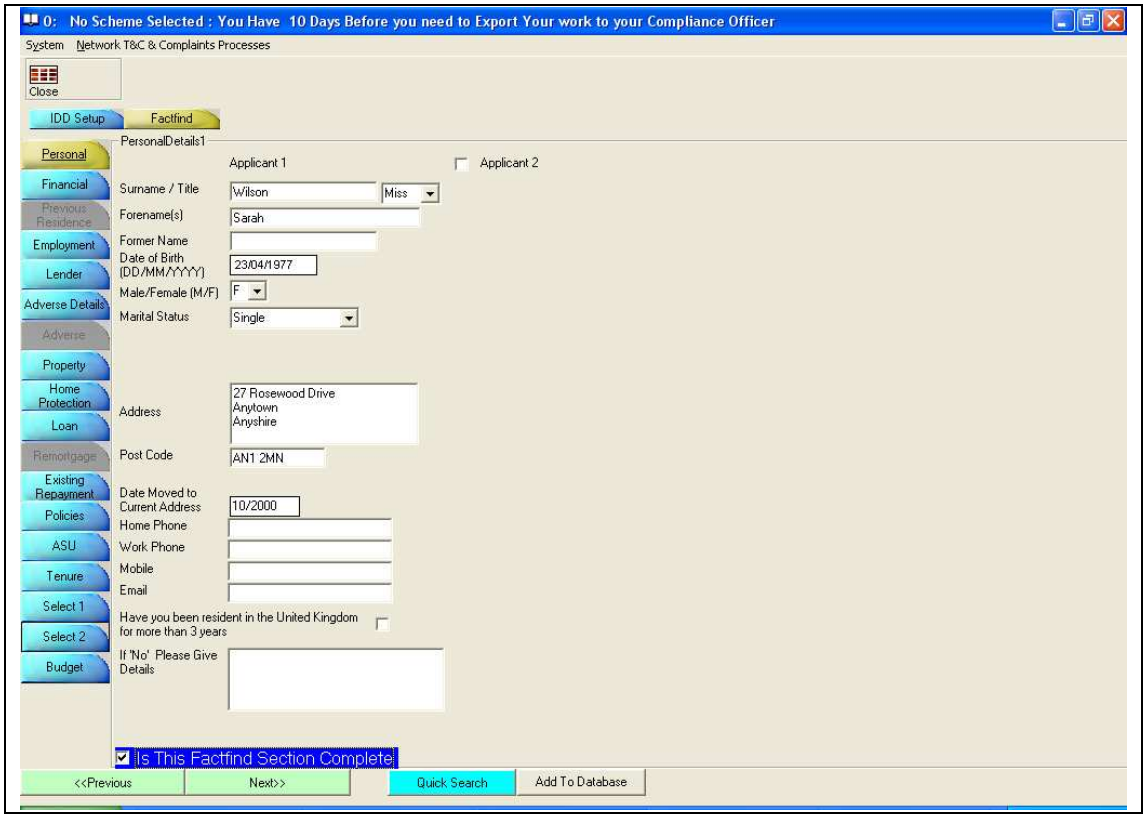
This area gives you the option to enter a new customer if you have not saved them through the Quick Quote.


0: No Scheme Selected : You Have 10 Days Before you need to Export Your work to your Compliance Officer
System
Network T&C & Complaints Processes
Close
IDD Setup
Mortgage
Mortgage Details
Are you acting as an Independent ?
Fee
When is it Paid
Do you charge a fee to your client?
3000
Inc Mortgage
UpFront
Plain language description eg, cash amount/% of the loan/amount per hour etc
We charge a processing fee on application, a typical fee is £260. A fee of up to £3000 is payable on completion. The actual amount we charge will depend upon your circumstances
Do you give a full refund
Maximum Refund
Plain language description of the circumstances in which the fee is refundable or not refundable.
A refund of any of the processing fee which has not been paid to a third party
Do you work from a Panel of Lenders?
Will you be advising/recommending a Mortgage to this client?
Are you paid a commission/proc fee by the lender?
Insurances
Insurance Details
We offer products from a range of insurers for
Life Insurance and Critcal Il
We only offer products from a limited number of insurers for
Accident Sickness and Unemplo
We can only offer products from
For
We only offer our own products for
We will advise and make a recommendation for you after we have assessed your needs.
You will not receive advice or a recommendation from us. We may ask some questions to narrow down the selection of products that we will provide details on. You will then need to make your own choice about how to proceed.
Do you charge a fee
Do you print a separate IDD for Insurances
Continue
Load Default Settings

It also allows you to set the customer up as being a mortgage only customer (i.e you will not be doing insurances with them) by clicking the box next to Mortgage. Alternatively, you can set them up as an Insurance only customer, by leaving Mortgage unticked and ticking Insurance. Or of course tick both, to do both.

When you click the Continue button you will find that all subsequent screens are set up in accordance with what you have selected here. So for example if you ticked Insurance then the screens that follow will not have any reference to Mortgages.

If you have ticked both, which is likely to be the most common occurrence, then it will take you straight into the next stage, which is the Factfind:



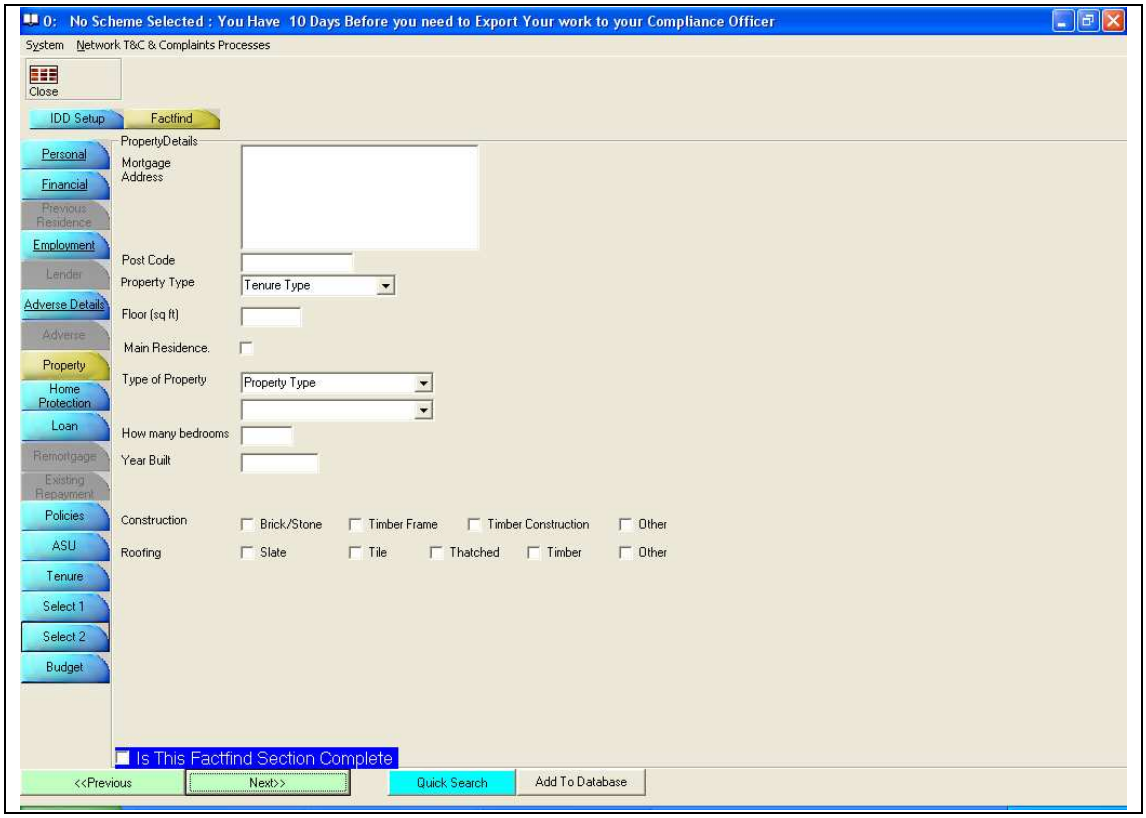
You will also find that instead of having to remember to print documents the system asks you if you want to print them as you progress through the various stages.

Alternatively, if you choose not to print a Document, all you have to do when you do want to print it, is click the name of it at the top of the screen and this will give you a drop down menu. This has “Print Now” as an option if you click it you can print it or batch it if you would prefer.

To progress through the Factfind you complete the details on the screen and then click the Next button to continue. To go back a screen, click Previous and to go to a specific screen, click on its Tab.

A very helpful feature here is that you can access the Quick Search facility from any of the Factfind pages. We felt that during the course of conducting a factfind you may want to see what effect information you have taken has on your customers’ options.

As you complete each screen of the Factfind there is a box titled “Section Complete” if you have fully completed this screen you can click this. By doing this the name of that section on its Tab becomes underlined to make it easy you to identify where information may be missing from when you come back to the Factfind at a later date,

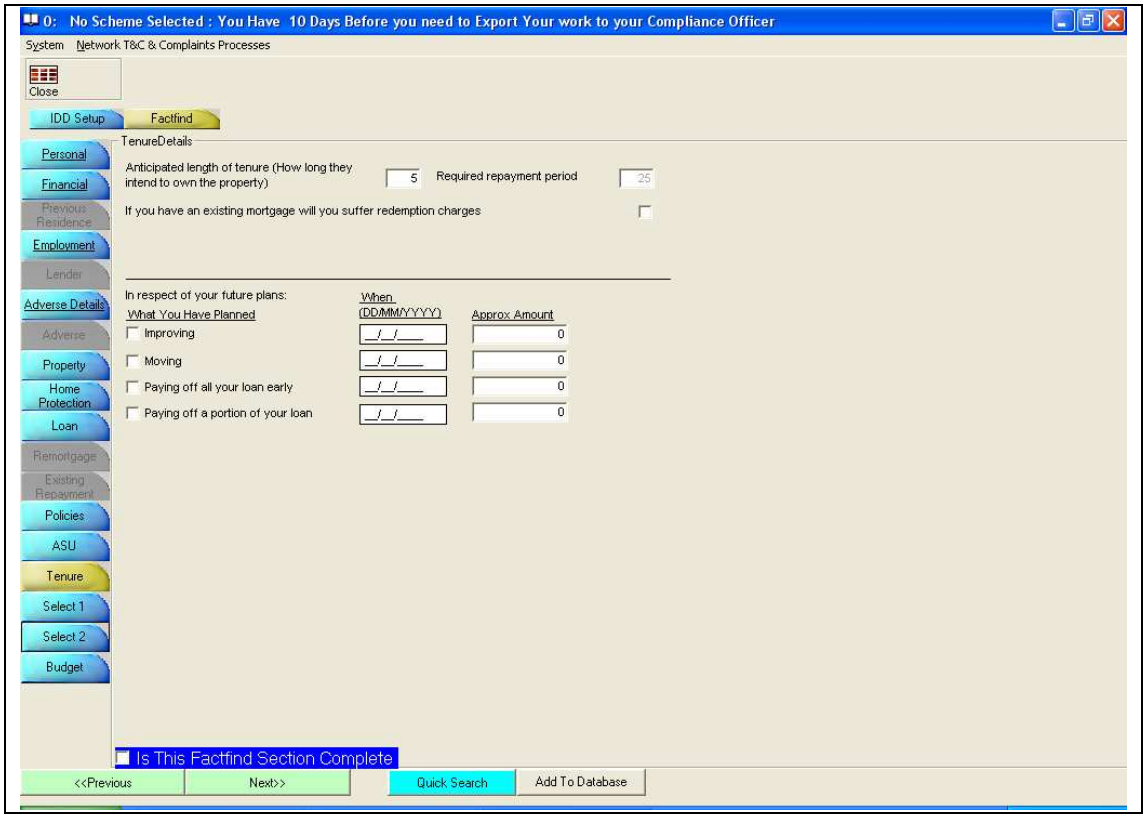


The final Tabs (Tenure onwards) take details that are key to proving your “Research” for the customer. The system will use this information to produce you an analysis providing the information necessary to prove the product being recommended best meets the customers’ needs and circumstances.

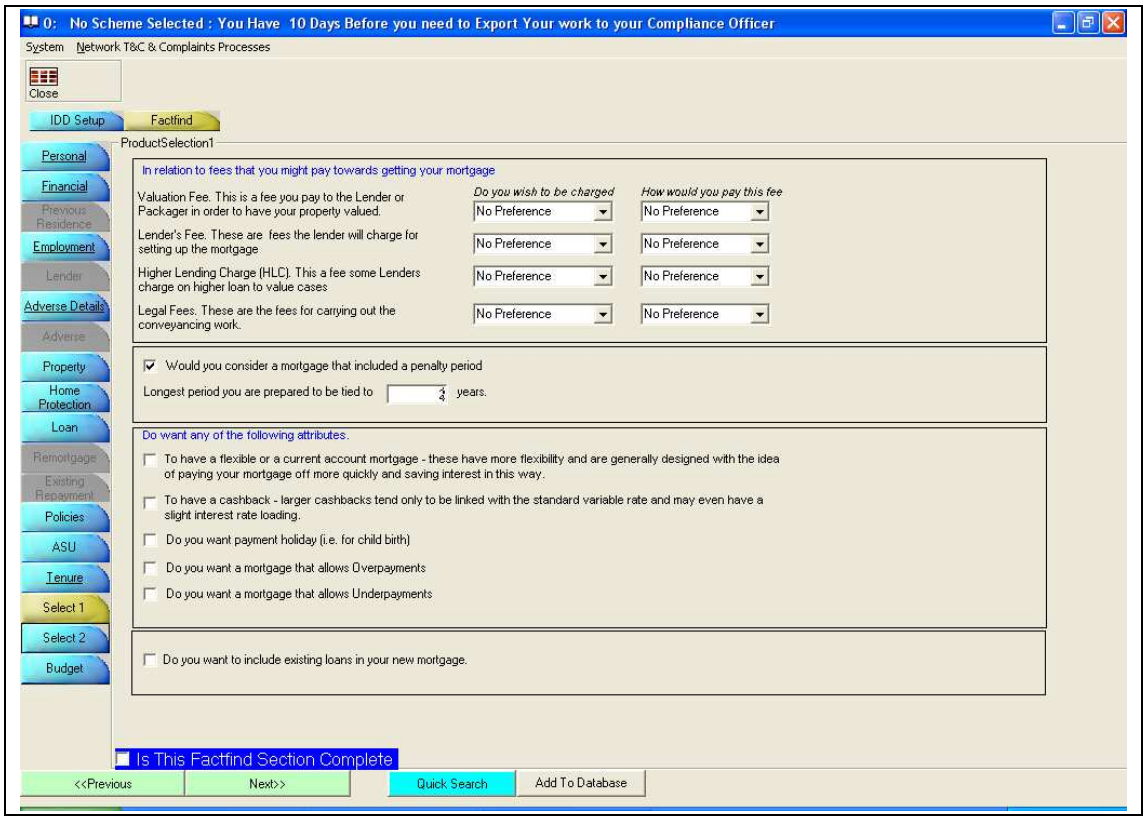
If at this stage the customer is still undecided as to what type of product they want etc. we recommend that you use the Quick Search facility to decide this before proceeding further. From this point on we are no longer “sourcing” but preparing the “research analysis” for products that meet their requirements.

The Tenure screen takes the details of how long the customer intends to stay at the property “Anticipated Length of Tenure”. This information needs to be taken to ensure such things as a product is not taken out with a penalty that exceeds this period.

Also the screen takes details of any future plans they may have, again to take this in to consideration.

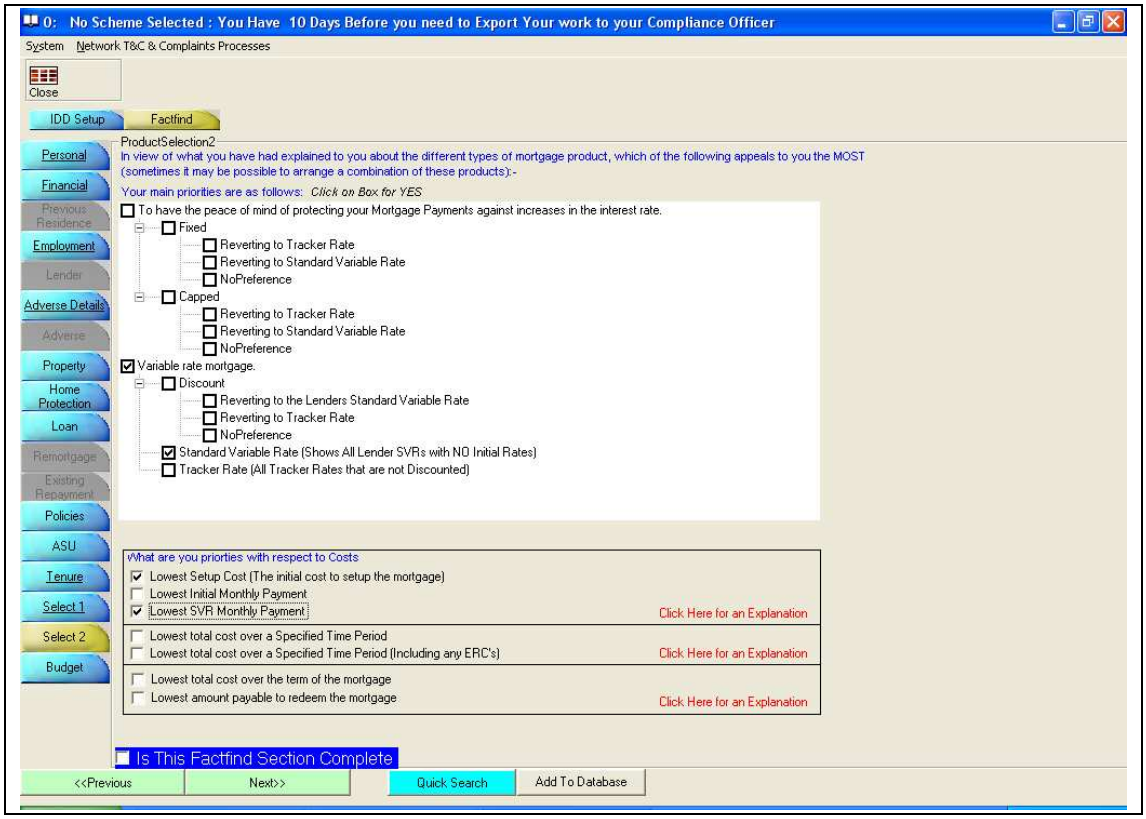


The next screen is Select 1


0: No Scheme Selected : You Have 10 Days Before you need to Export Your work to your Compliance Officer
System Network T&C & Complaints Processes
Close
IDD Setup
Factfind
ProductSelection1
Personal
Financial
Previous Residence
Employment
Lender
Adverse Details
Adverse
Property
Home Protection
Loan
Remortgage
Existing Repayment
Policies
ASU
Tenure
Select 1
Select 2
Budget
In relation to fees that you might pay towards getting your mortgage
Do you wish to be charged
How would you pay this fee
Valuation Fee. This is a fee you pay to the Lender or Packager in order to have your property valued.
Lender's Fee. These are fees the lender will charge for setting up the mortgage
Higher Lending Charge (HLC). This a fee some Lenders charge on higher loan to value cases
Legal Fees. These are the fees for carrying out the conveyancing work.
No Preference
Would you consider a mortgage that included a penalty period
Longest period you are prepared to be tied to
4
years.
Do want any of the following attributes.
To have a flexible or a current account mortgage - these have more flexibility and are generally designed with the idea of paying your mortgage off more quickly and saving interest in this way.
To have a cashback - larger cashbacks tend only to be linked with the standard variable rate and may even have a slight interest rate loading.
Do you want payment holiday (i.e. for child birth)
Do you want a mortgage that allows Overpayments
Do you want a mortgage that allows Underpayments
Do you want to include existing loans in your new mortgage.
Is This Factfind Section Complete
<<Previous
Next>>
Quick Search
Add To Database

This screen takes details of the customers needs regarding adding fees or not. It takes their attitude towards products with penalties and any other features they may want (if they are in a position to be able to choose).

The final screen relating to the product selection and research is Select 2


0: No Scheme Selected : You Have 10 Days Before you need to Export Your work to your Compliance Officer
System
Network T&C & Complaints Processes
Close
IDD Setup
Factfind
Personal
Financial
Previous Residence
Employment
Lender
Adverse Details
Adverse
Property
Home Protection
Loan
Remortgage
Existing Repayment
Policies
ASU
Tenure
Select 1
Select 2
Budget
ProductSelection2
In view of what you have had explained to you about the different types of mortgage product, which of the following appeals to you the MOST
(sometimes it may be possible to arrange a combination of these products):-
Your main priorities are as follows: Click on Box for YES
To have the peace of mind of protecting your Mortgage Payments against increases in the interest rate.
Fixed
Reverting to Tracker Rate
Reverting to Standard Variable Rate
NoPreference
Capped
Reverting to Tracker Rate
Reverting to Standard Variable Rate
NoPreference
Variable rate mortgage.
Discount
Reverting to the Lenders Standard Variable Rate
Reverting to Tracker Rate
NoPreference
Standard Variable Rate (Shows All Lender SVRs with NO Initial Rates)
Tracker Rate (All Tracker Rates that are not Discounted)
What are you priorties with respect to Costs
Lowest Setup Cost (The initial cost to setup the mortgage)
Lowest Initial Monthly Payment
Lowest SVR Monthly Payment
Click Here for an Explanation
Lowest total cost over a Specified Time Period
Lowest total cost over a Specified Time Period (Including any ERC's)
Click Here for an Explanation
Lowest total cost over the term of the mortgage
Lowest amount payable to redeem the mortgage
Click Here for an Explanation
Is This Factfind Section Complete
<<Previous
Next>>
Quick Search
Add To Database

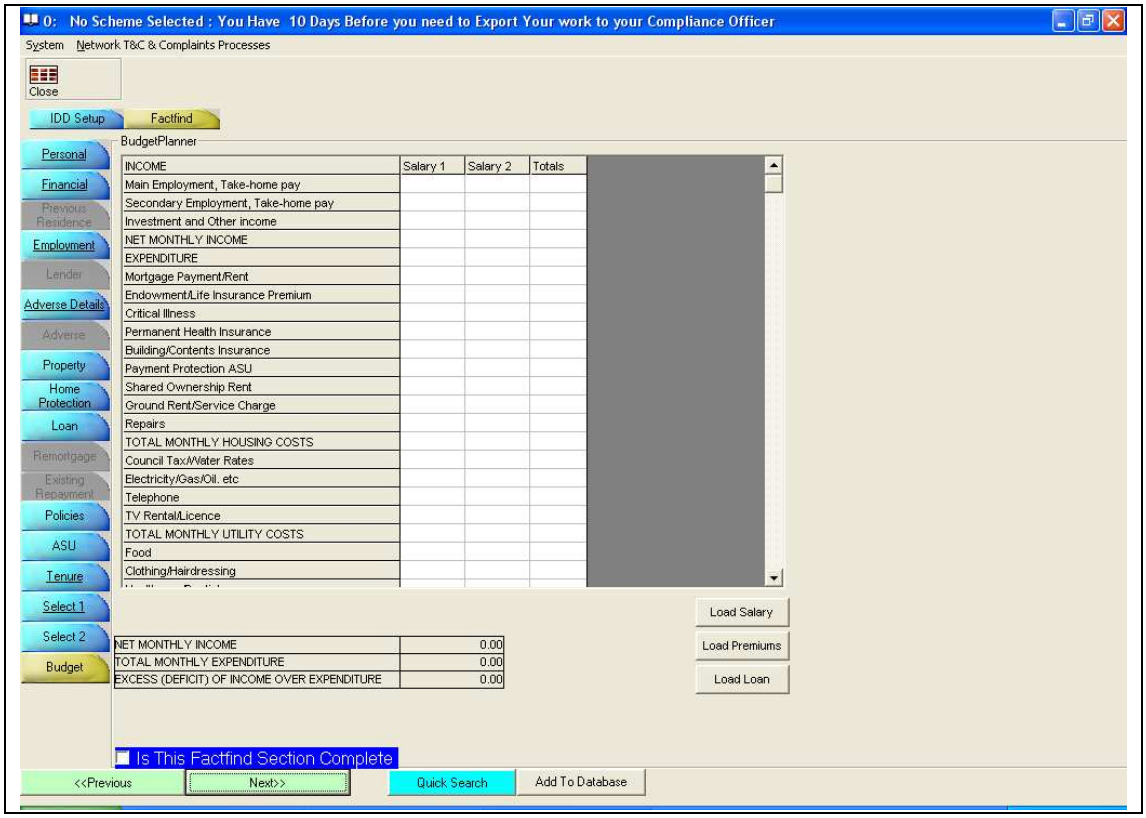
Here you need to indicate what type of product you and your customer have agreed on best meets their needs and circumstances.

Then, in the bottom section, you get the customer to tell you what their definition of cheapest is. This is because the FSA say that you must recommend the cheapest product from your research. As there are potentially many different interpretations of "cheapest" we feel it is vital that the customer is allowed to make the decision as to what they regard as cheapest.

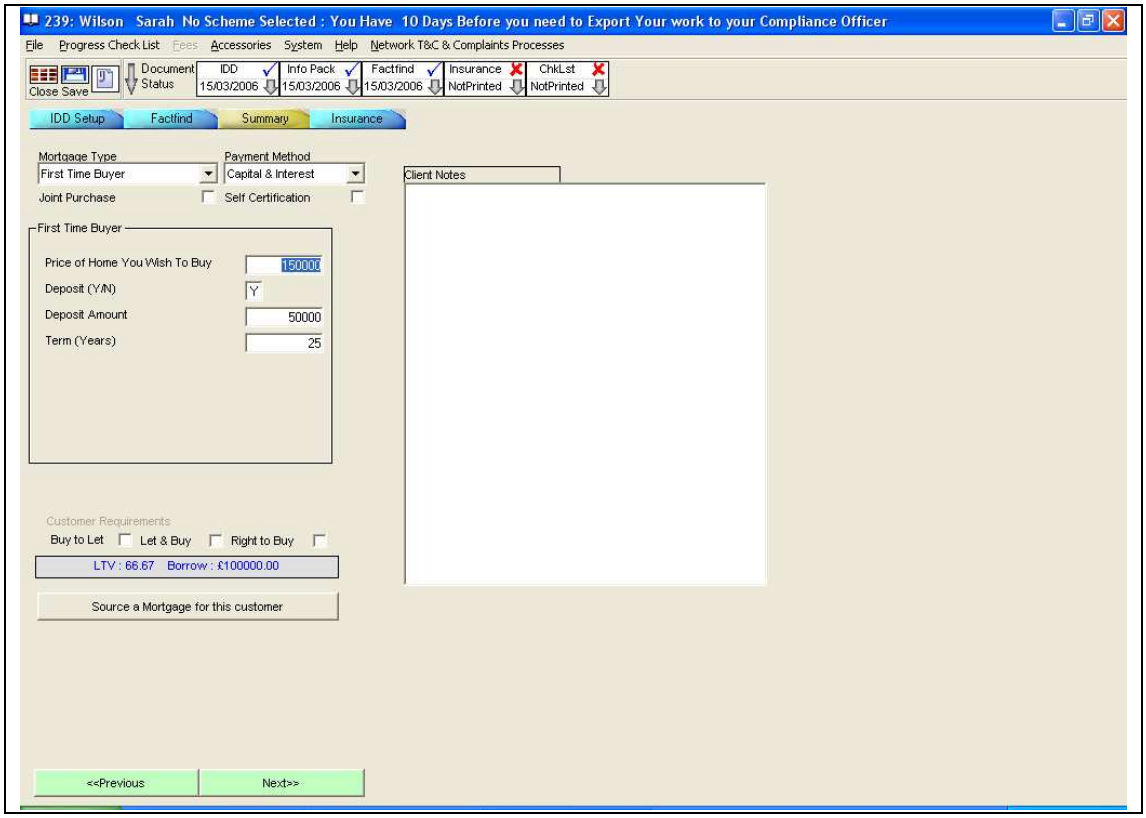
Behind each category of the cheapest definitions is an explanation. All you need to do is click the text in red, which says "Click Here for an Explanation".

NB – The FSA do also make the proviso that you can make a justification for a product that is not the cheapest, if say for instance cheaper products, than the one you are recommending, are with lenders with service issues.

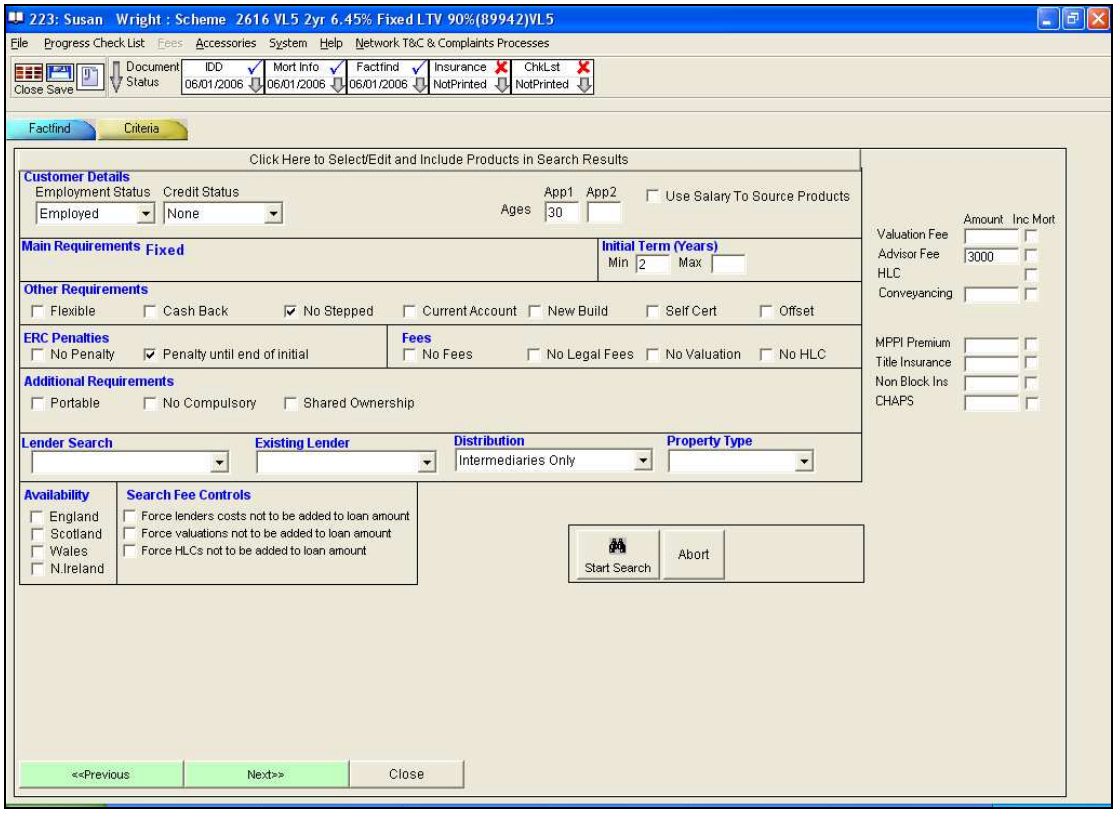
The final section of the factfind is the Budget Planner. This takes the details of the customer's existing income and expenditure, which will be used to prove affordability. Again this is a requirement that the FSA are looking for to be addressed.



At the end of the Factfind when you click Next it takes you to “Summary” Tab, which reiterates the details you have entered, before going on to go into the product selection process.

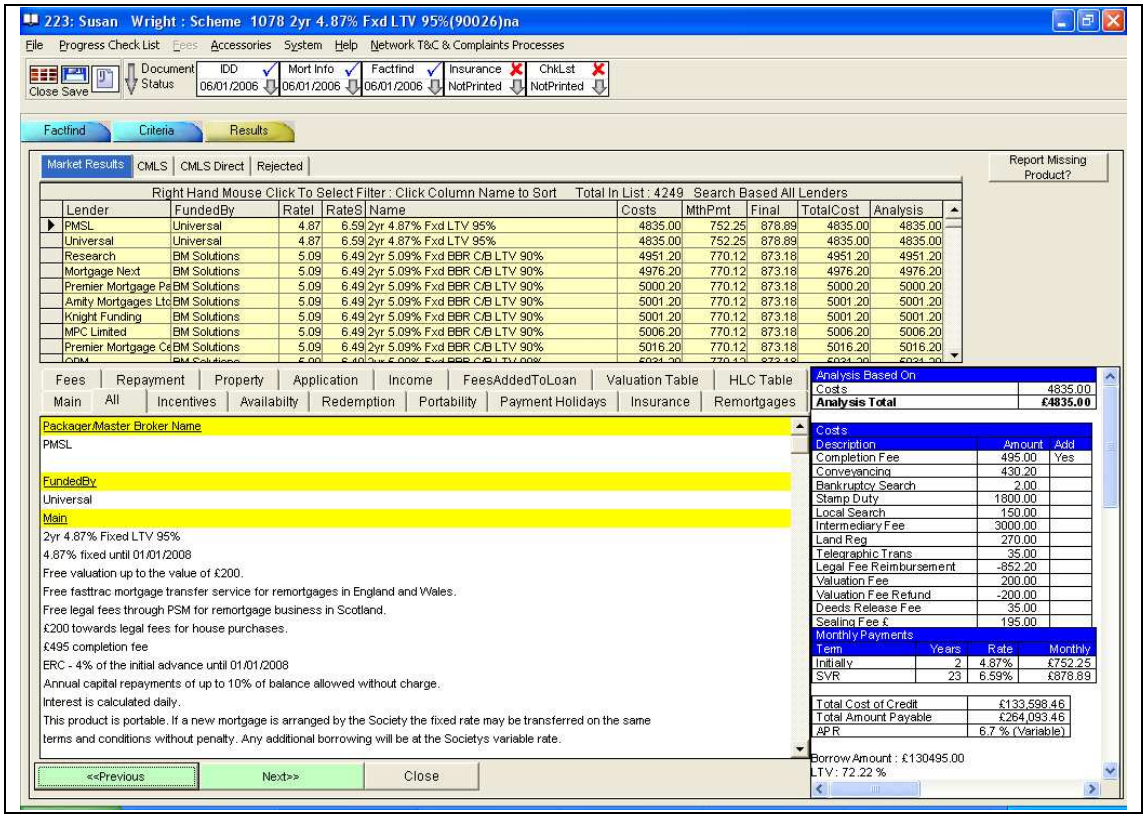


When you click Next you will be taken to the Criteria screen.



You can do a final check to ensure that you have the correct search criteria and then click the Next or Start Search button.

NB - if you realise you have forgotten something then click Abort, make any changes and then click Start Search again

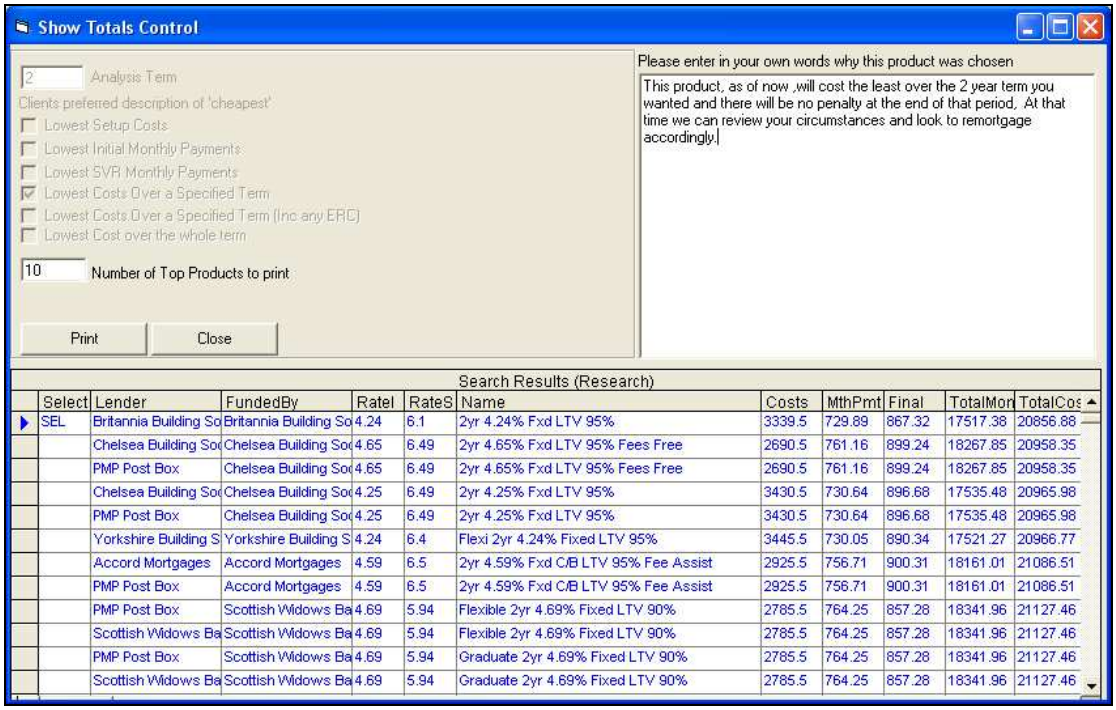

223: Susan Wright : Scheme 1078 2yr 4.87% Fxd LTV 95%(90026)na
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes
Close Save
Document Status
IDD 06/01/2006
Mort Info 06/01/2006
Factfind 06/01/2006
Insurance NotPrinted
ChkLst NotPrinted
Factfind
Criteria
Results
Market Results
CMLS
CMLS Direct
Rejected
Report Missing Product?
Right Hand Mouse Click To Select Filter : Click Column Name to Sort Total In List : 4249 Search Based All Lenders
Lender FundedBy Ratel RateS Name Costs MthPmt Final TotalCost Analysis
PMSL Universal 4.87 6.59 2yr 4.87% Fxd LTV 95% 4835.00 752.25 878.89 4835.00 4835.00
Universal Universal 4.87 6.59 2yr 4.87% Fxd LTV 95% 4835.00 752.25 878.89 4835.00 4835.00
Research BM Solutions 5.09 6.49 2yr 5.09% Fxd BBR C/B LTV 90% 4951.20 770.12 873.18 4951.20 4951.20
Mortgage Next BM Solutions 5.09 6.49 2yr 5.09% Fxd BBR C/B LTV 90% 4976.20 770.12 873.18 4976.20 4976.20
Premier Mortgage Pe BM Solutions 5.09 6.49 2yr 5.09% Fxd BBR C/B LTV 90% 5000.20 770.12 873.18 5000.20 5000.20
Amity Mortgages Ltc BM Solutions 5.09 6.49 2yr 5.09% Fxd BBR C/B LTV 90% 5001.20 770.12 873.18 5001.20 5001.20
Knight Funding BM Solutions 5.09 6.49 2yr 5.09% Fxd BBR C/B LTV 90% 5001.20 770.12 873.18 5001.20 5001.20
MPC Limited BM Solutions 5.09 6.49 2yr 5.09% Fxd BBR C/B LTV 90% 5006.20 770.12 873.18 5006.20 5006.20
Premier Mortgage Ce BM Solutions 5.09 6.49 2yr 5.09% Fxd BBR C/B LTV 90% 5016.20 770.12 873.18 5016.20 5016.20
Fees Repayment Property Application Income FeesAddedToLoan Valuation Table HLC Table
Main All Incentives Availability Redemption Portability Payment Holidays Insurance Remortgages
Packager/Master Broker Name
PMSL
FundedBy
Universal
Main
2yr 4.87% Fixed LTV 95%
4.87% fixed until 01/01/2008
Free valuation up to the value of £200.
Free fasttrac mortgage transfer service for remortgages in England and Wales.
Free legal fees through PSM for remortgage business in Scotland.
£200 towards legal fees for house purchases.
£495 completion fee
ERC - 4% of the initial advance until 01/01/2008
Annual capital repayments of up to 10% of balance allowed without charge.
Interest is calculated daily.
This product is portable. If a new mortgage is arranged by the Society the fixed rate may be transferred on the same terms and conditions without penalty. Any additional borrowing will be at the Societys variable rate.
Analysis Based On
Costs 4835.00
Analysis Total £4835.00
Costs
Description Amount Add
Completion Fee 495.00 Yes
Conveyancing 430.20
Bankruptcy Search 2.00
Stamp Duty 1800.00
Local Search 150.00
Intermediary Fee 3000.00
Land Reg 270.00
Telegraphic Trans 35.00
Legal Fee Reimbursement -852.20
Valuation Fee 200.00
Valuation Fee Refund -200.00
Deeds Release Fee 35.00
Sealing Fee £ 195.00
Monthly Payments
Term Years Rate Monthly
Initially 2 4.87% £752.25
SVR 23 6.59% £878.89
Total Cost of Credit £133,598.46
Total Amount Payable £264,093.46
APR 6.7 % (Variable)
Borrow Amount : £130495.00
LTV : 72.22 %
<<Previous
Next>>
Close

When the results come up on the screen you can check the details in the bottom right hand corner.

If you cannot find a product that you had expected to see come up, firstly you can click the "Rejected" Tab and find out from there. Also and as well as this you can Add products to the search. To learn how to do this, please go to the Appendix area at the end of this guide where you will be shown the procedure to follow.

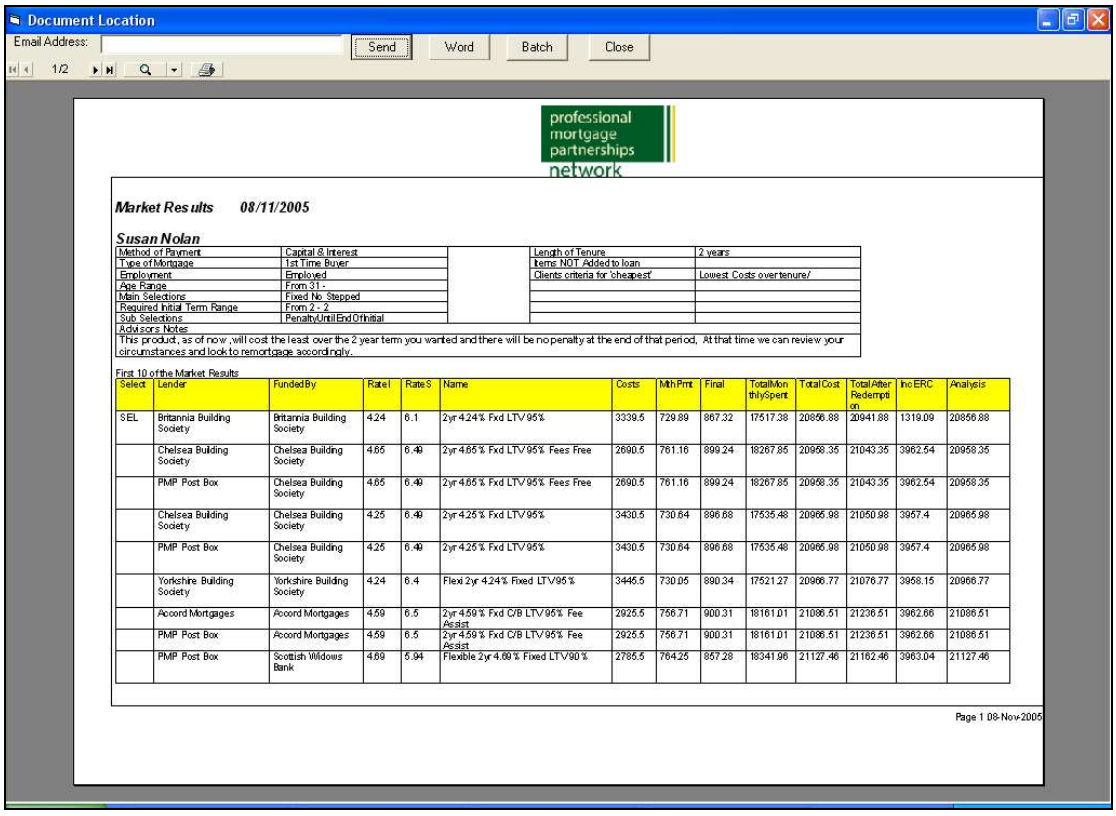
You can then select the product that you will be recommending by double clicking it. When you have done this you move on to the "proof of research" module, which will come up when you click Next.

As you can see below it puts "SEL" (meaning Selected) next to the product you have chosen.

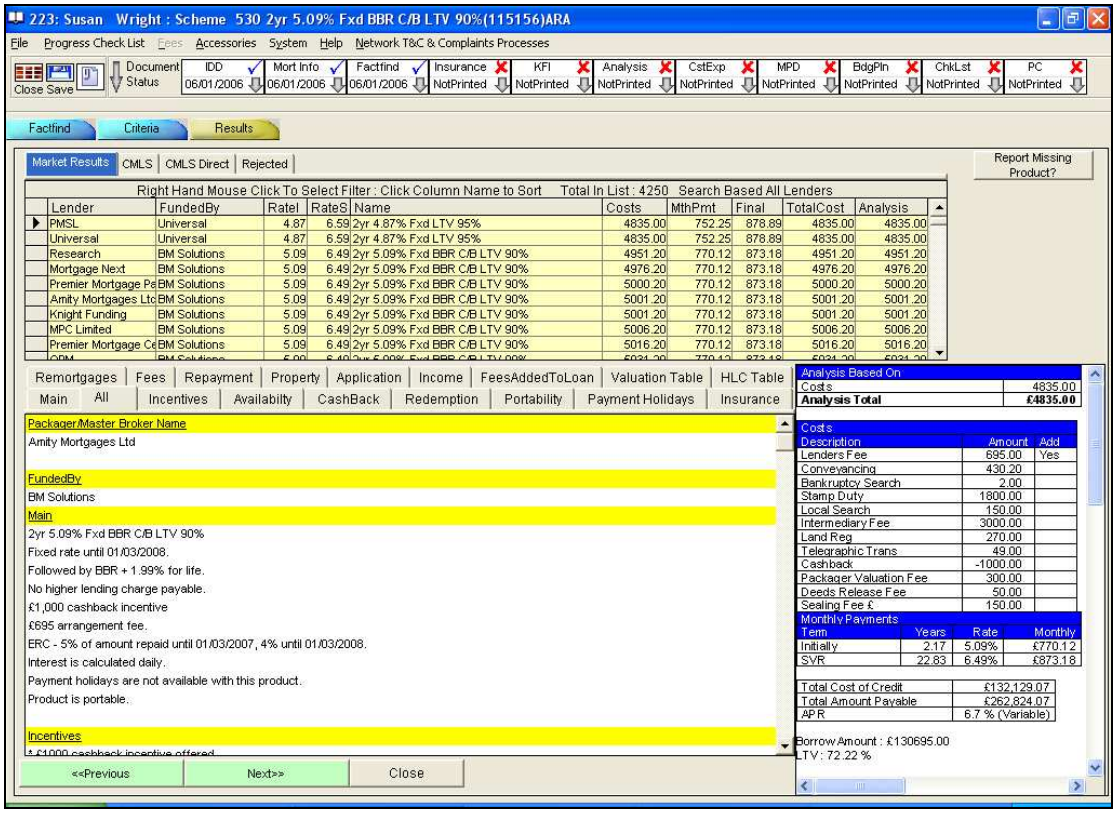

Show Totals Control
2
Analysis Term
Clients preferred description of 'cheapest'
Lowest Setup Costs
Lowest Initial Monthly Payments
Lowest SVR Monthly Payments
Lowest Costs Over a Specified Term
Lowest Costs Over a Specified Term (Inc any ERC)
Lowest Cost over the whole term
10
Number of Top Products to print
Print
Close
Please enter in your own words why this product was chosen
This product, as of now ,will cost the least over the 2 year term you wanted and there will be no penalty at the end of that period, At that time we can review your circumstances and look to remortgage accordingly.
Search Results (Research)
Select Lender FundedBy RateI RateS Name Costs MthPmt Final TotalMon TotalCos
SEL Britannia Building So Britannia Building So 4.24 6.1 2yr 4.24% Fxd LTV 95% 3339.5 729.89 867.32 17517.38 20856.88
Chelsea Building So Chelsea Building So 4.65 6.49 2yr 4.65% Fxd LTV 95% Fees Free 2690.5 761.16 899.24 18267.85 20958.35
PMP Post Box Chelsea Building So 4.65 6.49 2yr 4.65% Fxd LTV 95% Fees Free 2690.5 761.16 899.24 18267.85 20958.35
Chelsea Building So Chelsea Building So 4.25 6.49 2yr 4.25% Fxd LTV 95% 3430.5 730.64 896.68 17535.48 20965.98
PMP Post Box Chelsea Building So 4.25 6.49 2yr 4.25% Fxd LTV 95% 3430.5 730.64 896.68 17535.48 20965.98
Yorkshire Building S Yorkshire Building S 4.24 6.4 Flexi 2yr 4.24% Fixed LTV 95% 3445.5 730.05 890.34 17521.27 20966.77
Accord Mortgages Accord Mortgages 4.59 6.5 2yr 4.59% Fxd C/B LTV 95% Fee Assist 2925.5 756.71 900.31 18161.01 21086.51
PMP Post Box Accord Mortgages 4.59 6.5 2yr 4.59% Fxd C/B LTV 95% Fee Assist 2925.5 756.71 900.31 18161.01 21086.51
PMP Post Box Scottish Widows Ba 4.69 5.94 Flexible 2yr 4.69% Fixed LTV 90% 2785.5 764.25 857.28 18341.96 21127.46
Scottish Widows Ba Scottish Widows Ba 4.69 5.94 Flexible 2yr 4.69% Fixed LTV 90% 2785.5 764.25 857.28 18341.96 21127.46
PMP Post Box Scottish Widows Ba 4.69 5.94 Graduate 2yr 4.69% Fixed LTV 90% 2785.5 764.25 857.28 18341.96 21127.46
Scottish Widows Ba Scottish Widows Ba 4.69 5.94 Graduate 2yr 4.69% Fixed LTV 90% 2785.5 764.25 857.28 18341.96 21127.46

You need to make your comments as to why you have selected the mortgage in the area titled “Please enter in your own words why this product was chosen”. You can control the number of products that your analysis will print out by entering the number in “Number of Top Products to print”.

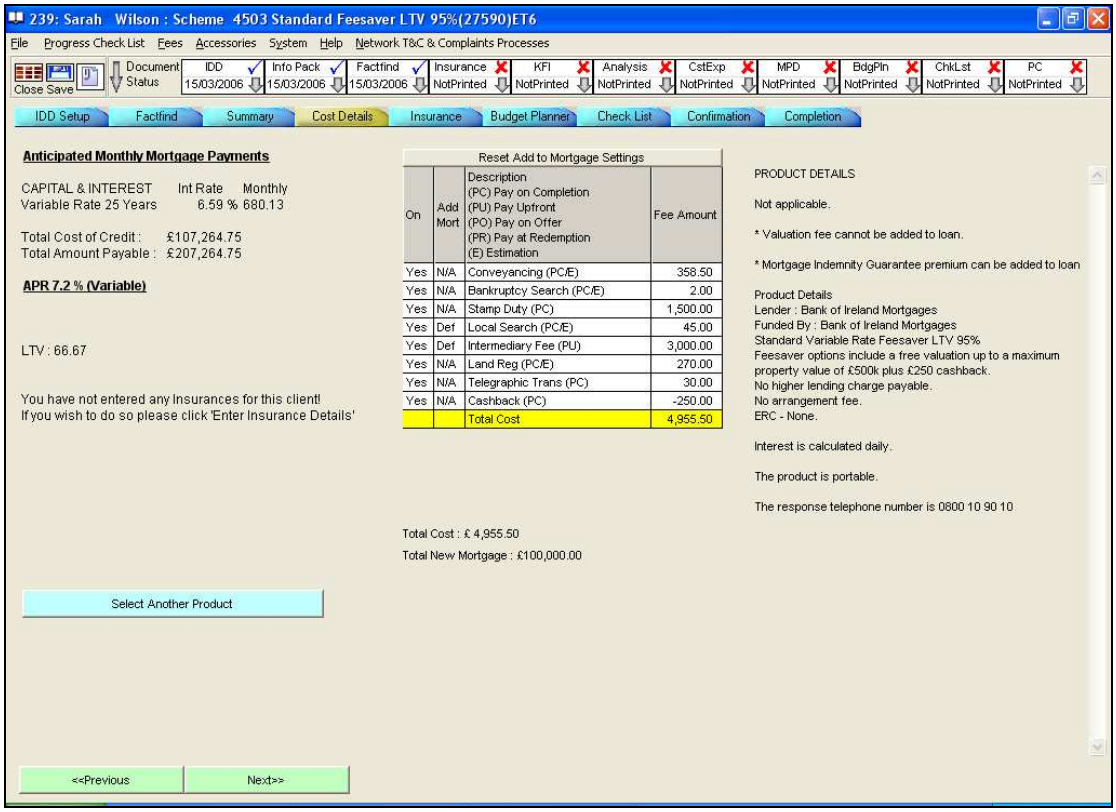
Then click the “Print” button and the analysis will be made available to print.


Document Location
Email Address:
Send
Word
Batch
Close
1/2
professional mortgage partnerships network
Market Results 08/11/2005
Susan Nolan
Method of Payment Capital & Interest
Type of Mortgage 1st Time Buyer
Employment Employed
Age Range From 31 -
Main Selections Fixed No Stepped
Required Initial Term Range From 2 - 2
Sub Selections Penalty Until End Of Initial
Advisors Notes
This product, as of now ,will cost the least over the 2 year term you wanted and there will be no penalty at the end of that period, At that time we can review your circumstances and look to remortgage accordingly.
Length of Tenure 2 years
Items NOT Added to loan
Clients criteria for 'cheapest' Lowest Costs over tenure/
First 10 of the Market Results
Select Lender FundedBy RateI RateS Name Costs MthPmt Final TotalMonthlySpent TotalCost TotalAfterRedemption IncERC Analysis
SEL Britannia Building Society Britannia Building Society 4.24 6.1 2yr 4.24% Fxd LTV 95% 3339.5 729.89 867.32 17517.38 20856.88 20941.88 1319.09 20856.88
Chelsea Building Society Chelsea Building Society 4.65 6.49 2yr 4.65% Fxd LTV 95% Fees Free 2690.5 761.16 899.24 18267.85 20958.35 21043.35 3962.54 20958.35
PMP Post Box Chelsea Building Society 4.65 6.49 2yr 4.65% Fxd LTV 95% Fees Free 2690.5 761.16 899.24 18267.85 20958.35 21043.35 3962.54 20958.35
Chelsea Building Society Chelsea Building Society 4.25 6.49 2yr 4.25% Fxd LTV 95% 3430.5 730.64 896.68 17535.48 20965.98 21050.98 3957.4 20965.98
PMP Post Box Chelsea Building Society 4.25 6.49 2yr 4.25% Fxd LTV 95% 3430.5 730.64 896.68 17535.48 20965.98 21050.98 3957.4 20965.98
Yorkshire Building Society Yorkshire Building Society 4.24 6.4 Flexi 2yr 4.24% Fixed LTV 95% 3445.5 730.05 890.34 17521.27 20966.77 21076.77 3958.15 20966.77
Accord Mortgages Accord Mortgages 4.59 6.5 2yr 4.59% Fxd C/B LTV 95% Fee Assist 2925.5 756.71 900.31 18161.01 21086.51 21236.51 3962.66 21086.51
PMP Post Box Accord Mortgages 4.59 6.5 2yr 4.59% Fxd C/B LTV 95% Fee Assist 2925.5 756.71 900.31 18161.01 21086.51 21236.51 3962.66 21086.51
PMP Post Box Scottish Widows Bank 4.69 5.94 Flexible 2yr 4.69% Fixed LTV 90% 2785.5 764.25 857.28 18341.96 21127.46 21162.46 3963.04 21127.46
Page 1 08-Nov-2005

To continue you need to double click the product you have chosen from the Search Results.


223: Susan Wright : Scheme 530 2yr 5.09% Fxd BBR C/B LTV 90%(115156)ARA
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes
Close Save
Document Status
IDD 06/01/2006
Mort Info 06/01/2006
Factfind 06/01/2006
Insurance NotPrinted
KFI NotPrinted
Analysis NotPrinted
CstExp NotPrinted
MPD NotPrinted
BdgPln NotPrinted
ChkLst NotPrinted
PC NotPrinted
Factfind
Criteria
Results
Market Results
CMLS
CMLS Direct
Rejected
Report Missing Product?
Right Hand Mouse Click To Select Filter : Click Column Name to Sort
Total In List : 4250
Search Based All Lenders
Lender
FundedBy
Ratel
RateS
Name
Costs
MthPmt
Final
TotalCost
Analysis
PMSL Universal 4.87 6.59 2yr 4.87% Fxd LTV 95% 4835.00 752.25 878.89 4835.00 4835.00
Universal Universal 4.87 6.59 2yr 4.87% Fxd LTV 95% 4835.00 752.25 878.89 4835.00 4835.00
Research BM Solutions 5.09 6.49 2yr 5.09% Fxd BBR C/B LTV 90% 4951.20 770.12 873.18 4951.20 4951.20
Mortgage Next BM Solutions 5.09 6.49 2yr 5.09% Fxd BBR C/B LTV 90% 4976.20 770.12 873.18 4976.20 4976.20
Premier Mortgage Pa BM Solutions 5.09 6.49 2yr 5.09% Fxd BBR C/B LTV 90% 5000.20 770.12 873.18 5000.20 5000.20
Amity Mortgages Ltd BM Solutions 5.09 6.49 2yr 5.09% Fxd BBR C/B LTV 90% 5001.20 770.12 873.18 5001.20 5001.20
Knight Funding BM Solutions 5.09 6.49 2yr 5.09% Fxd BBR C/B LTV 90% 5001.20 770.12 873.18 5001.20 5001.20
MPC Limited BM Solutions 5.09 6.49 2yr 5.09% Fxd BBR C/B LTV 90% 5006.20 770.12 873.18 5006.20 5006.20
Premier Mortgage Ce BM Solutions 5.09 6.49 2yr 5.09% Fxd BBR C/B LTV 90% 5016.20 770.12 873.18 5016.20 5016.20
Remortgages
Fees
Repayment
Property
Application
Income
FeesAddedToLoan
Valuation Table
HLC Table
Main
All
Incentives
Availabilty
CashBack
Redemption
Portability
Payment Holidays
Insurance
Packager/Master Broker Name
Amity Mortgages Ltd
FundedBy
BM Solutions
Main
2yr 5.09% Fxd BBR C/B LTV 90%
Fixed rate until 01/03/2008.
Followed by BBR + 1.99% for life.
No higher lending charge payable.
£1,000 cashback incentive
£695 arrangement fee.
ERC - 5% of amount repaid until 01/03/2007, 4% until 01/03/2008.
Interest is calculated daily.
Payment holidays are not available with this product.
Product is portable.
Incentives
«Previous
Next»
Close
Analysis Based On
Costs 4835.00
Analysis Total £4835.00
Costs
Description Amount Add
Lenders Fee 695.00 Yes
Conveyancing 430.20
Bankruptcy Search 2.00
Stamp Duty 1800.00
Local Search 150.00
Intermediary Fee 3000.00
Land Reg 270.00
Telegraphic Trans 49.00
Cashback -1000.00
Packager Valuation Fee 300.00
Deeds Release Fee 50.00
Sealing Fee £ 150.00
Monthly Payments
Term Years Rate Monthly
Initially 2.17 5.09% £770.12
SVR 22.83 6.49% £873.18
Total Cost of Credit £132,129.07
Total Amount Payable £262,824.07
APR 6.7 % (Variable)
Borrow Amount : £130695.00
LTV : 72.22 %

Then having done this you will have progressed to the Cost Details screen, as shown.

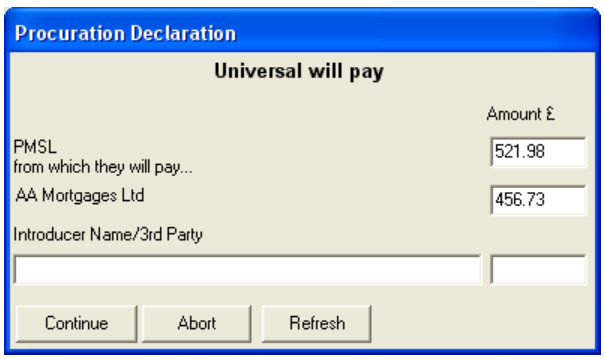

239: Sarah Wilson : Scheme 4503 Standard Feesaver LTV 95%(27590)ET6
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes
Close Save
Document Status
IDD 15/03/2006
Info Pack 15/03/2006
Factfind 15/03/2006
Insurance NotPrinted
KFI NotPrinted
Analysis NotPrinted
CstExp NotPrinted
MPD NotPrinted
BdgPln NotPrinted
ChkLst NotPrinted
PC NotPrinted
IDD Setup
Factfind
Summary
Cost Details
Insurance
Budget Planner
Check List
Confirmation
Completion
Anticipated Monthly Mortgage Payments
CAPITAL & INTEREST Int Rate Monthly
Variable Rate 25 Years 6.59 % 680.13
Total Cost of Credit : £107,264.75
Total Amount Payable : £207,264.75
APR 7.2 % (Variable)
LTV : 66.67
You have not entered any Insurances for this client!
If you wish to do so please click 'Enter Insurance Details'
Reset Add to Mortgage Settings
On
Add Mort
Description
(PC) Pay on Completion
(PU) Pay Upfront
(PO) Pay on Offer
(PR) Pay at Redemption
(E) Estimation
Fee Amount
Yes N/A Conveyancing (PC/E) 358.50
Yes N/A Bankruptcy Search (PC/E) 2.00
Yes N/A Stamp Duty (PC) 1,500.00
Yes Def Local Search (PC/E) 45.00
Yes Def Intermediary Fee (PU) 3,000.00
Yes N/A Land Reg (PC/E) 270.00
Yes N/A Telegraphic Trans (PC) 30.00
Yes N/A Cashback (PC) -250.00
Total Cost 4,955.50
Total Cost : £ 4,955.50
Total New Mortgage : £100,000.00
PRODUCT DETAILS
Not applicable.
* Valuation fee cannot be added to loan.
* Mortgage Indemnity Guarantee premium can be added to loan
Product Details
Lender : Bank of Ireland Mortgages
Funded By : Bank of Ireland Mortgages
Standard Variable Rate Feesaver LTV 95%
Feesaver options include a free valuation up to a maximum property value of £500k plus £250 cashback.
No higher lending charge payable.
No arrangement fee.
ERC - None.
Interest is calculated daily.
The product is portable.
The response telephone number is 0800 10 90 10
Select Another Product
<<Previous
Next>>

You need to check the details of the scheme that has been chosen. Should you need to make any changes you can do so by using the “On” column to switch off costs. The “Add Mort” to add costs to the mortgage rather than pay them upfront or use the facilities under “Fees” (option at the top of the screen) to change the fees or the “Accessories” to do such things as modify the details of the mortgage.

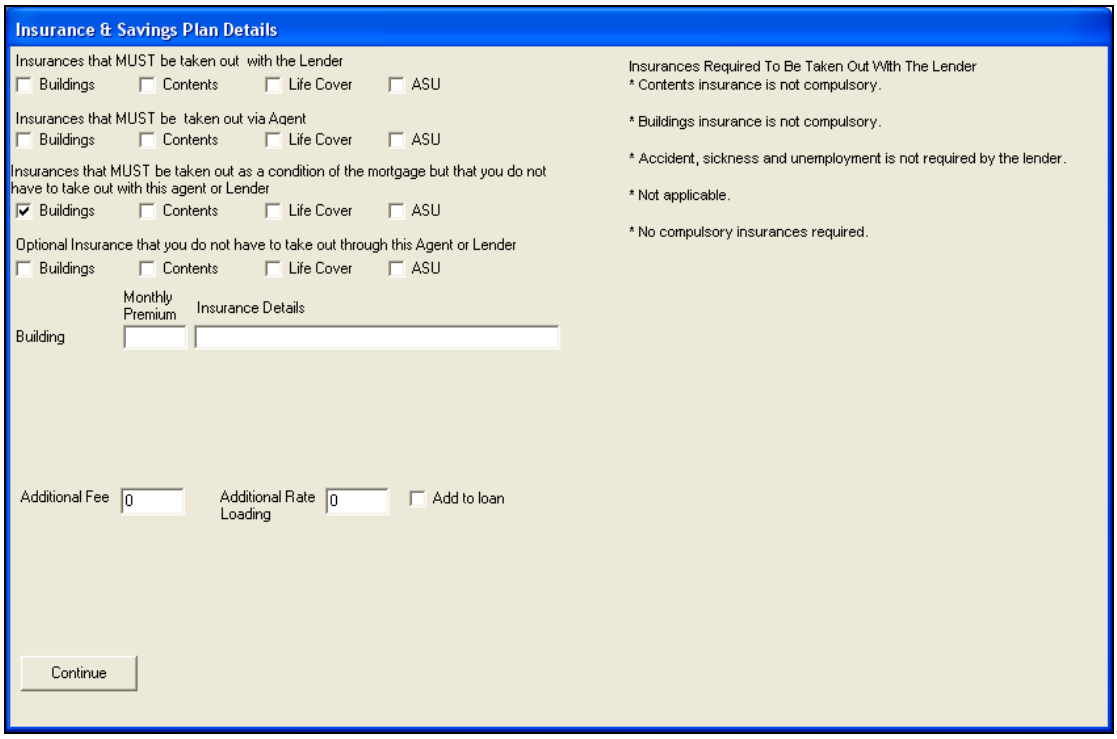
For a full explanation of these facilities please see the Appendix at the end of this User Manual.

On clicking Next you will be prompted to produce the KFI for the product that you have chosen.

If you click Yes then you will be asked to confirm the Procuration Fee payments that will be made. It is imperative that you check these figures as the information will be included in the KFI. Where possible we do try to provide guideline figures but it is essential that you know what the actual figures should be.

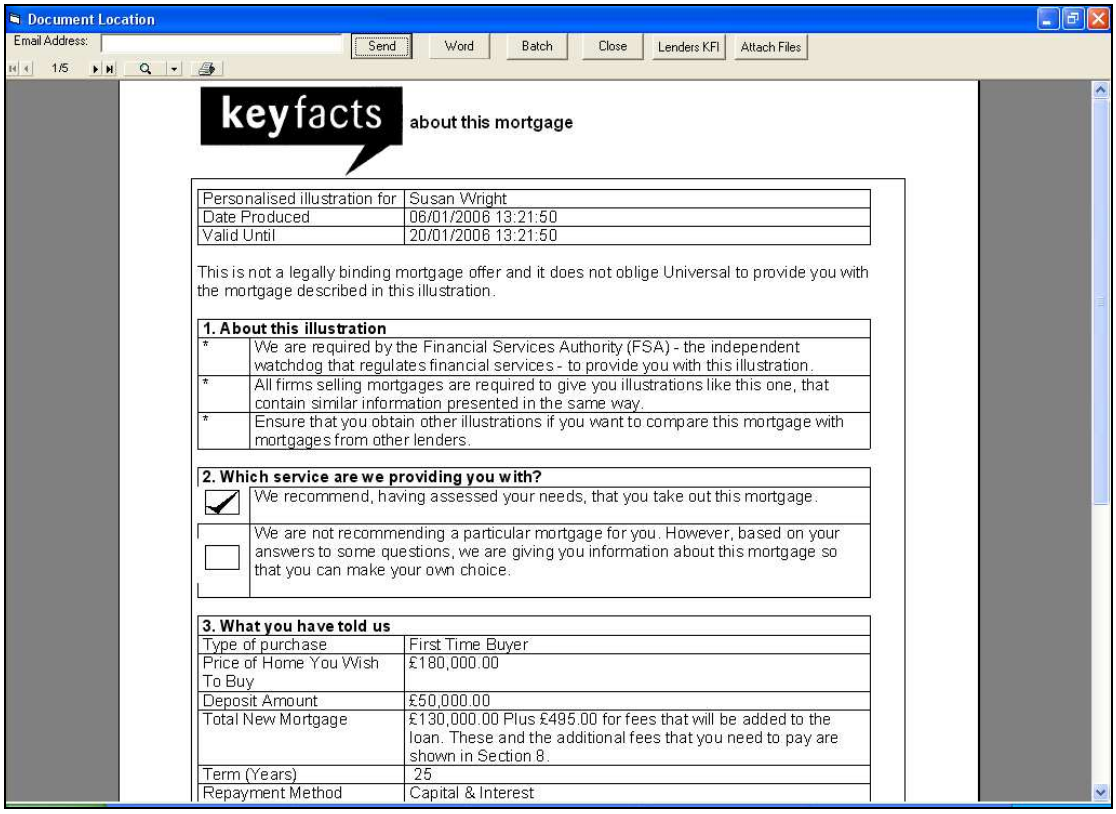


Having clicked the Continue button you will see the following screen:



This allows you to enter details about insurances that go into Section 9 of the KFI. This requires you to let the customer know whether any insurances are compulsory (either by you or the lender) or are a condition of taking out the mortgage i.e the customer must have arranged for them to be in place before the lender will advance the mortgage.

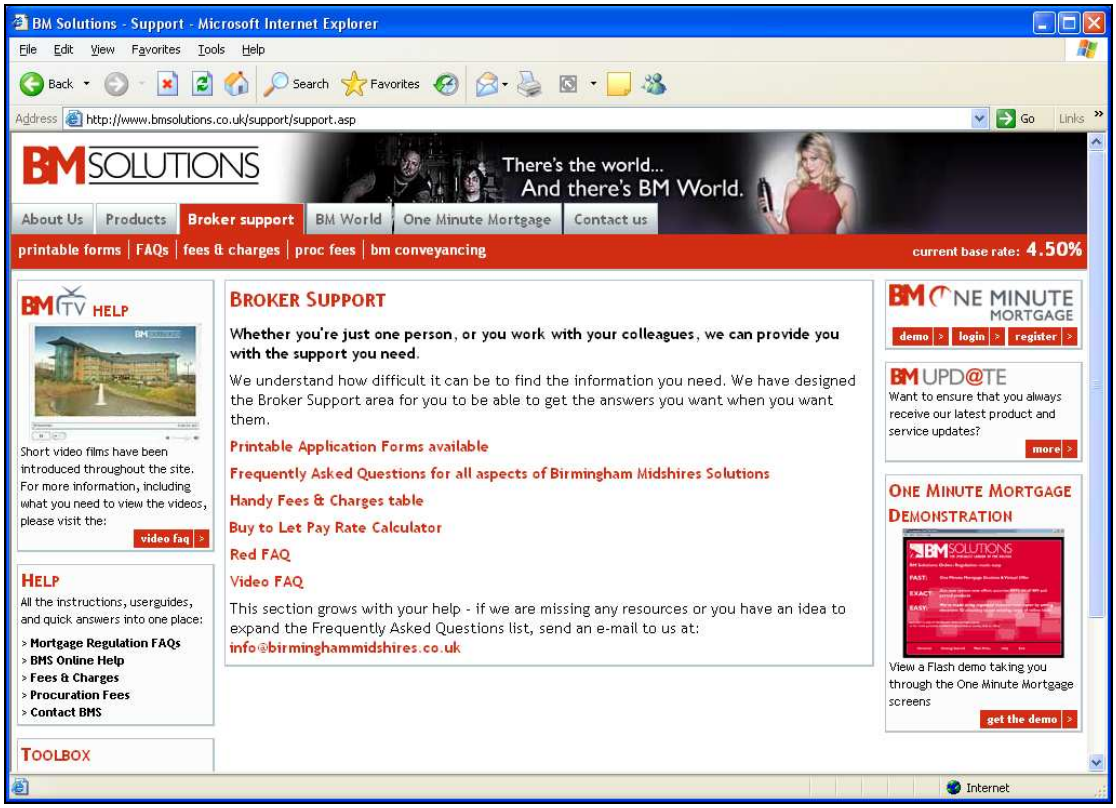
After clicking Continue your KFI will be produced:


Document Location
Email Address:
Send
Word
Batch
Close
Lenders KFI
Attach Files
1/5
keyfacts
about this mortgage
Personalised illustration for | Susan Wright
Date Produced | 06/01/2006 13:21:50
Valid Until | 20/01/2006 13:21:50
This is not a legally binding mortgage offer and it does not oblige Universal to provide you with the mortgage described in this illustration.
1. About this illustration
* We are required by the Financial Services Authority (FSA) - the independent watchdog that regulates financial services - to provide you with this illustration.
* All firms selling mortgages are required to give you illustrations like this one, that contain similar information presented in the same way.
* Ensure that you obtain other illustrations if you want to compare this mortgage with mortgages from other lenders.
2. Which service are we providing you with?
We recommend, having assessed your needs, that you take out this mortgage.
We are not recommending a particular mortgage for you. However, based on your answers to some questions, we are giving you information about this mortgage so that you can make your own choice.
3. What you have told us
Type of purchase | First Time Buyer
Price of Home You Wish To Buy | £180,000.00
Deposit Amount | £50,000.00
Total New Mortgage | £130,000.00 Plus £495.00 for fees that will be added to the loan. These and the additional fees that you need to pay are shown in Section 8.
Term (Years) | 25
Repayment Method | Capital & Interest

2.2.2 Lenders KFI

It is important that when you have arrived at a product you are going to recommend that you have the facility to check it against the Lenders' own KFI.

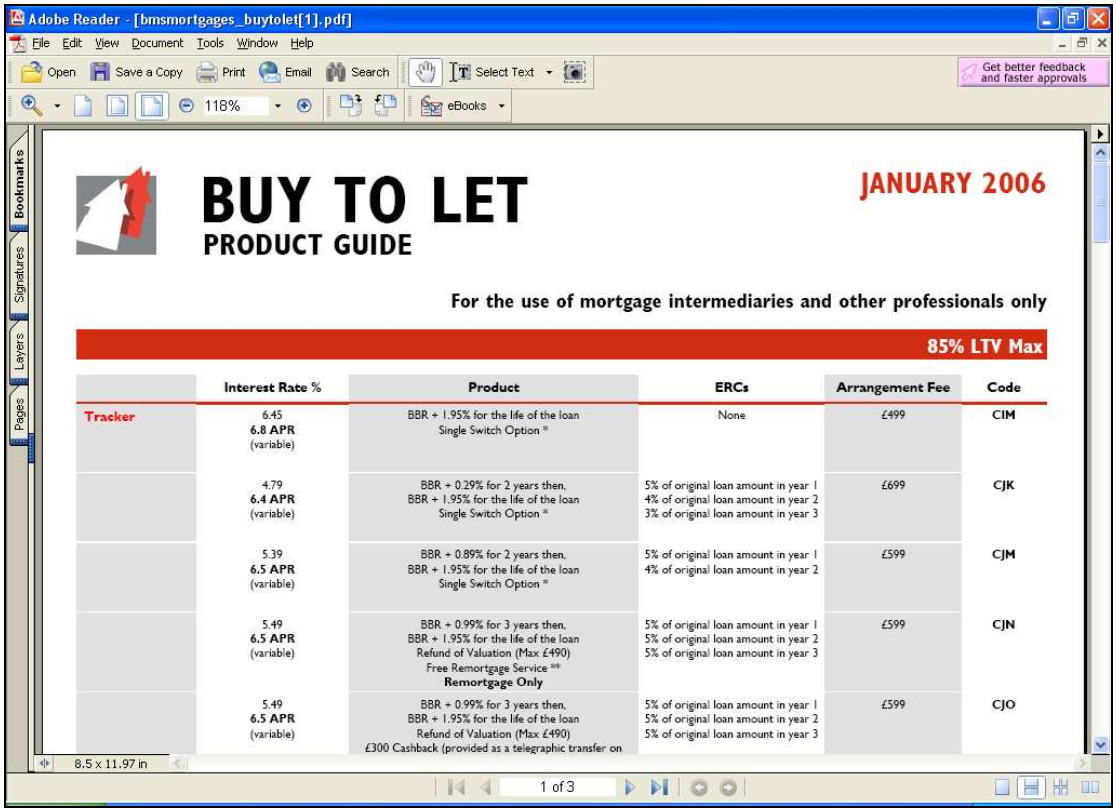
To do this click on the Lenders KFI button and you will be taken to the Lenders website. Where possible we have directed this to the area on their site where the KFI's can be generated from.


BM Solutions - Support - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Back Search Favorites
Address http://www.bmsolutions.co.uk/support/support.asp
Go Links
BM SOLUTIONS
There's the world...
And there's BM World.
About Us
Products
Broker support
BM World
One Minute Mortgage
Contact us
printable forms | FAQs | fees & charges | proc fees | bm conveyancing
current base rate: 4.50%
BM TV HELP
Short video films have been introduced throughout the site. For more information, including what you need to view the videos, please visit the:
video faq
HELP
All the instructions, userguides, and quick answers into one place:
> Mortgage Regulation FAQs
> BMS Online Help
> Fees & Charges
> Procuration Fees
> Contact BMS
TOOLBOX
BROKER SUPPORT
Whether you're just one person, or you work with your colleagues, we can provide you with the support you need.
We understand how difficult it can be to find the information you need. We have designed the Broker Support area for you to be able to get the answers you want when you want them.
Printable Application Forms available
Frequently Asked Questions for all aspects of Birmingham Midshires Solutions
Handy Fees & Charges table
Buy to Let Pay Rate Calculator
Red FAQ
Video FAQ
This section grows with your help - if we are missing any resources or you have an idea to expand the Frequently Asked Questions list, send an e-mail to us at:
info@birminghammidshires.co.uk
BM ONE MINUTE MORTGAGE
demo login register
BM UPD@TE
Want to ensure that you always receive our latest product and service updates?
more
ONE MINUTE MORTGAGE DEMONSTRATION
View a Flash demo taking you through the One Minute Mortgage screens
get the demo
Internet

2.2.3 Attach Files

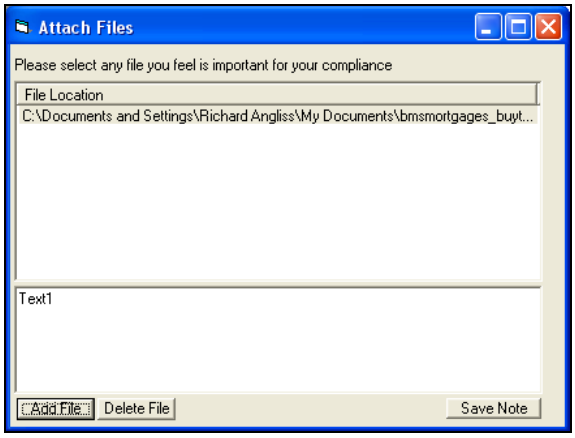
If you wish you can store copies of the KFI or any other document from the Lenders' website. To do this click the Lenders KFI button and load the document (KFI, product guide or whatever else you want).

For instance you may want to save copies of the lenders KFI to prove that you have checked the details (the documents will be stored against the customer and therefore, will be able to be seen by the Compliance Officer).

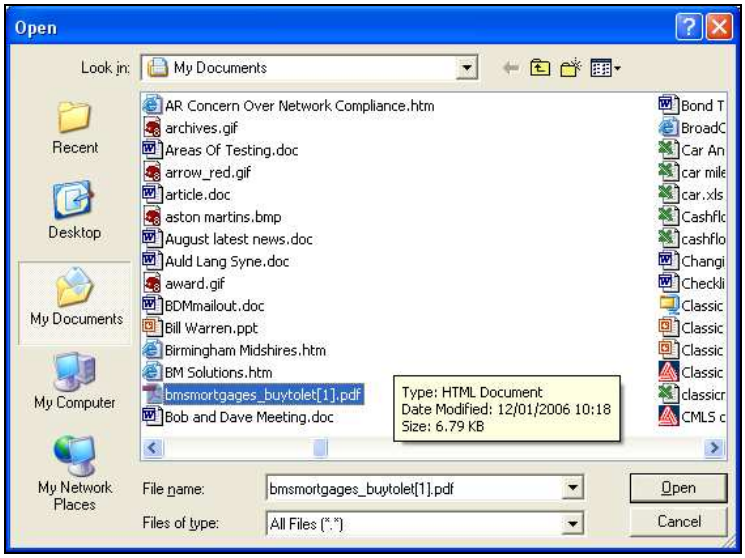


Once you have the document on the screen, click on File and then click Save A Copy. Make a note of the name of the file and where you are saving it to. Then exit the website.

This should take you back into the print preview area of the Home Buyer System, where you need to click Attach Files button.



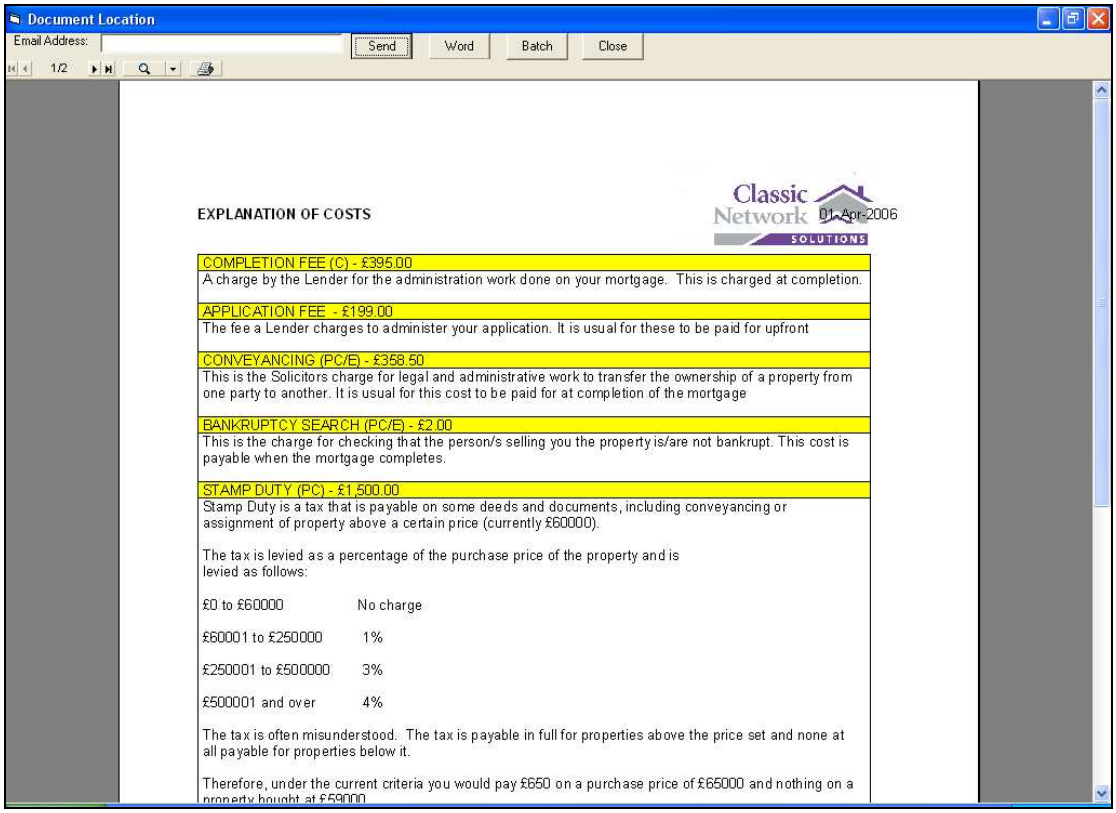
Then click the Add File button and you will be able to find the file you have saved.



Click Open and you will have saved your document under File Location in the Attach Files window.

To view this at a later date either go into this area and double click the document or, having loaded the customer from the database click on Accessories at the top of the screen and then Attached Documentation and access the document from there.

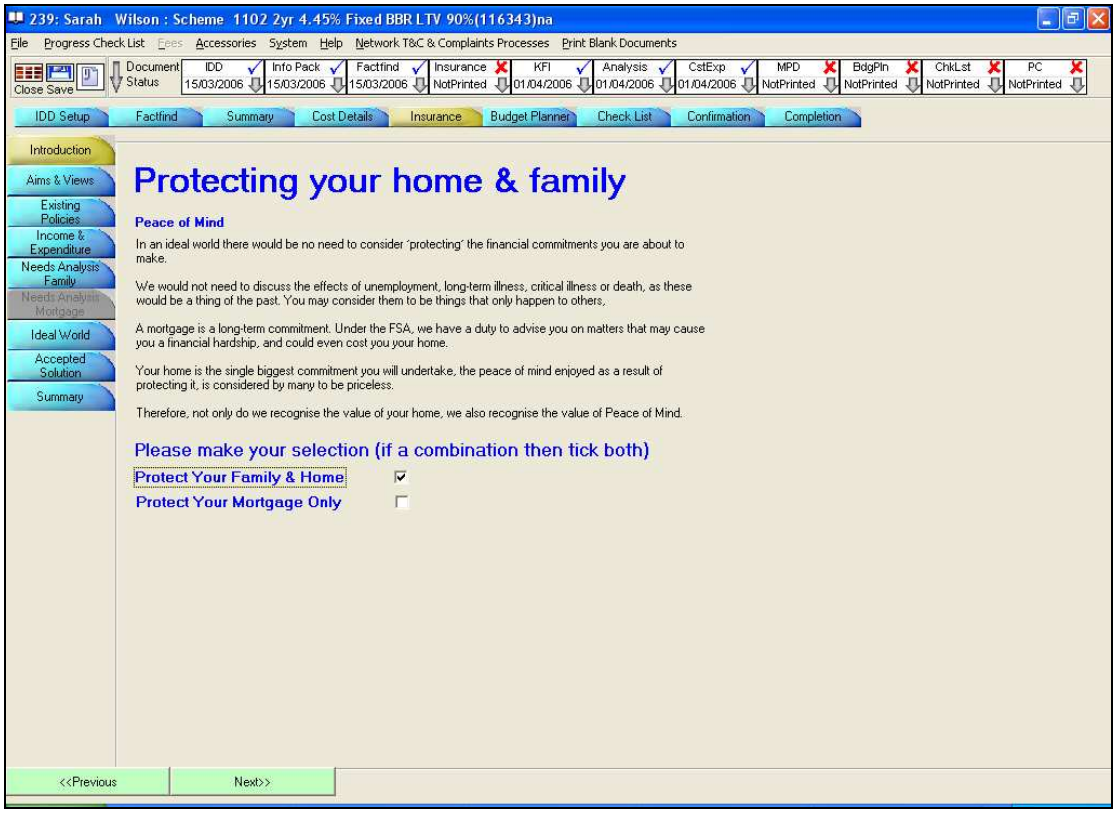
Clicking “Next” moves you on to produce the Cost Explanations, which gives your customer a description of what each of the costs are.


Document Location
Email Address:
Send
Word
Batch
Close
1/2
EXPLANATION OF COSTS
Classic Network SOLUTIONS
01-Apr-2006
COMPLETION FEE (C) - £395.00
A charge by the Lender for the administration work done on your mortgage. This is charged at completion.
APPLICATION FEE - £199.00
The fee a Lender charges to administer your application. It is usual for these to be paid for upfront
CONVEYANCING (PC/E) - £358.50
This is the Solicitors charge for legal and administrative work to transfer the ownership of a property from one party to another. It is usual for this cost to be paid for at completion of the mortgage
BANKRUPTCY SEARCH (PC/E) - £2.00
This is the charge for checking that the person/s selling you the property is/are not bankrupt. This cost is payable when the mortgage completes.
STAMP DUTY (PC) - £1,500.00
Stamp Duty is a tax that is payable on some deeds and documents, including conveyancing or assignment of property above a certain price (currently £60000).
The tax is levied as a percentage of the purchase price of the property and is levied as follows:
£0 to £60000 No charge
£60001 to £250000 1%
£250001 to £500000 3%
£500001 and over 4%
The tax is often misunderstood. The tax is payable in full for properties above the price set and none at all payable for properties below it.
Therefore, under the current criteria you would pay £650 on a purchase price of £65000 and nothing on a

This is in keeping, as are many of the documents the system produces, with the FSA requirements relating to “Treating Customers Fairly” (TCF).

Once this has been completed then by clicking “Next” you will progress to the Insurance section.

2.2.4 Insurance


239: Sarah Wilson : Scheme 1102 2yr 4.45% Fixed BBR LTV 90%(116343)na
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes Print Blank Documents
Close Save
Document Status
IDD 15/03/2006
Info Pack 15/03/2006
Factfind 15/03/2006
Insurance NotPrinted
KFI 01/04/2006
Analysis 01/04/2006
CstExp 01/04/2006
MPD NotPrinted
BdgPln NotPrinted
ChkLst NotPrinted
PC NotPrinted
IDD Setup
Factfind
Summary
Cost Details
Insurance
Budget Planner
Check List
Confirmation
Completion
Introduction
Aims & Views
Existing Policies
Income & Expenditure
Needs Analysis Family
Needs Analysis Mortgage
Ideal World
Accepted Solution
Summary
Protecting your home & family
Peace of Mind
In an ideal world there would be no need to consider 'protecting' the financial commitments you are about to make.
We would not need to discuss the effects of unemployment, long-term illness, critical illness or death, as these would be a thing of the past. You may consider them to be things that only happen to others.
A mortgage is a long-term commitment. Under the FSA, we have a duty to advise you on matters that may cause you a financial hardship, and could even cost you your home.
Your home is the single biggest commitment you will undertake, the peace of mind enjoyed as a result of protecting it, is considered by many to be priceless.
Therefore, not only do we recognise the value of your home, we also recognise the value of Peace of Mind.
Please make your selection (if a combination then tick both)
Protect Your Family & Home
Protect Your Mortgage Only
<<Previous
Next>>

This takes you and your customer through the insurance sales process. There are several stages:

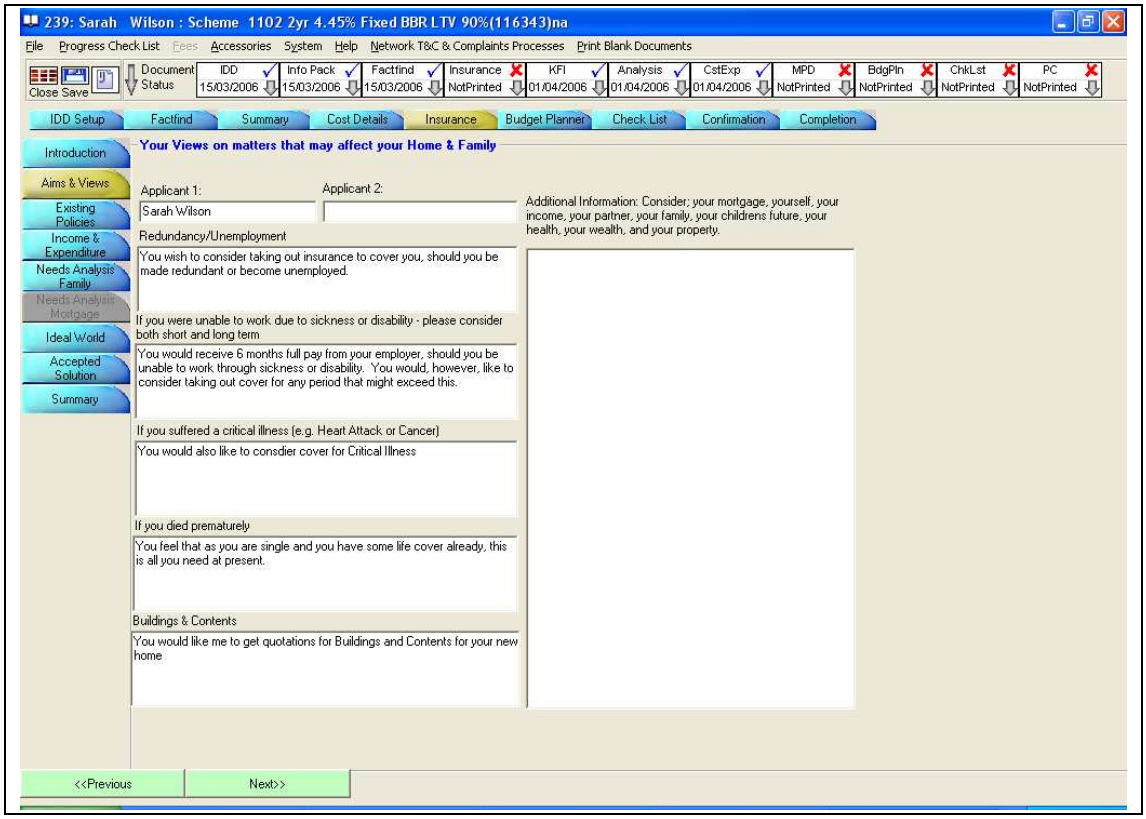
1. Introduction
2. Aims & Views
3. Existing Policies
4. Income and Expenditure
5. Needs Analysis Family
6. Needs Analysis Mortgage
7. Ideal World
8. Accepted Solution
9. Summary

Firstly, you need to let the system know whether you are going to be going through protection for the family or only protecting the mortgage. Of course you may be talking to them about both, if they are say, wanting life cover to cover their total liability and income protection for the mortgage.

All you do at the out set is discuss this with your customer and tick the appropriate box(es). If you tick both you will notice that Needs Analysis Family and Needs Analysis Mortgage tabs titles appear in black. If you do not tick them they appear in grey and you cannot get into them.

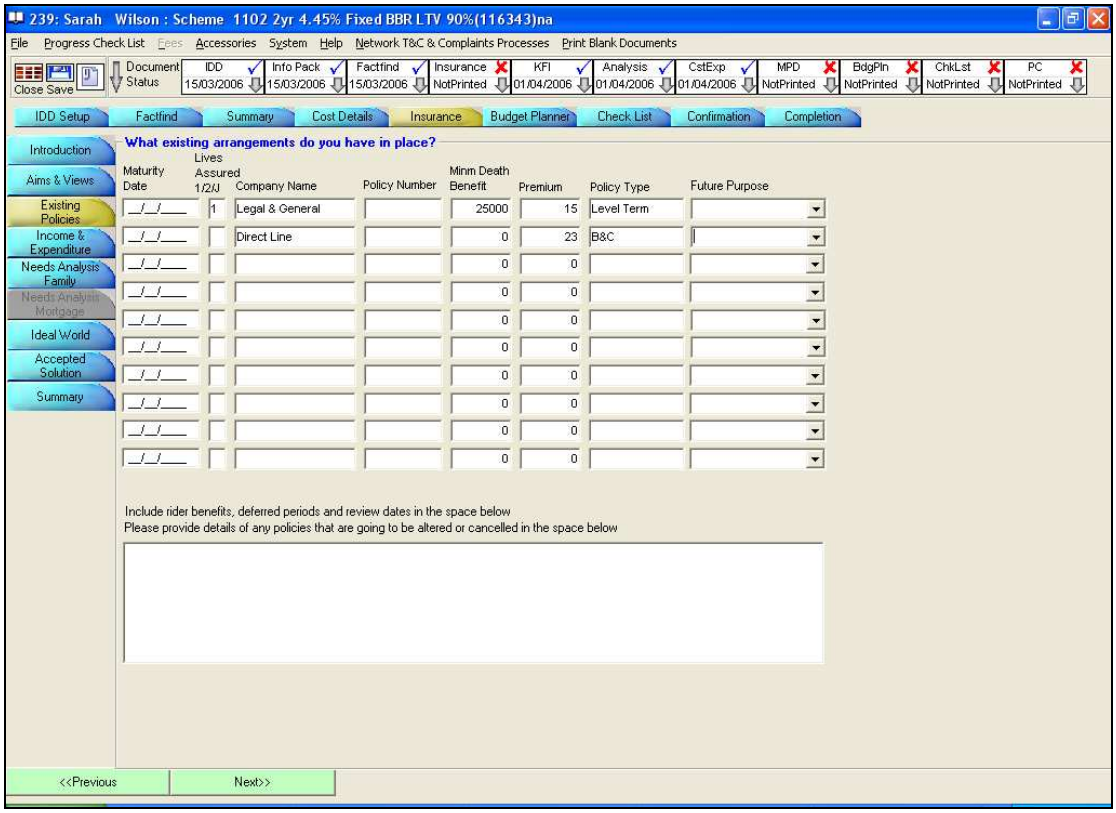
Then you click on the next tab “Aims and Views”. This takes you and your customer through the insurance sales process.

2.2.5 Aims & Views


239: Sarah Wilson : Scheme 1102 2yr 4.45% Fixed BBR LTV 90%(116343)na
File
Progress Check List
Fees
Accessories
System
Help
Network T&C & Complaints Processes
Print Blank Documents
Close Save
Document Status
IDD 15/03/2006
Info Pack 15/03/2006
Factfind 15/03/2006
Insurance NotPrinted
KFI 01/04/2006
Analysis 01/04/2006
CstExp 01/04/2006
MPD NotPrinted
BdgPln NotPrinted
ChkLst NotPrinted
PC NotPrinted
IDD Setup
Factfind
Summary
Cost Details
Insurance
Budget Planner
Check List
Confirmation
Completion
Introduction
Aims & Views
Existing Policies
Income & Expenditure
Needs Analysis Family
Needs Analysis Mortgage
Ideal World
Accepted Solution
Summary
Your Views on matters that may affect your Home & Family
Applicant 1:
Sarah Wilson
Applicant 2:
Additional Information: Consider; your mortgage, yourself, your income, your partner, your family, your childrens future, your health, your wealth, and your property.
Redundancy/Unemployment
You wish to consider taking out insurance to cover you, should you be made redundant or become unemployed.
If you were unable to work due to sickness or disability - please consider both short and long term
You would receive 6 months full pay from your employer, should you be unable to work through sickness or disability. You would, however, like to consider taking out cover for any period that might exceed this.
If you suffered a critical illness (e.g. Heart Attack or Cancer)
You would also like to consdier cover for Critical Illness
If you died prematurely
You feel that as you are single and you have some life cover already, this is all you need at present.
Buildings & Contents
You would like me to get quotations for Buildings and Contents for your new home
<<Previous
Next>>

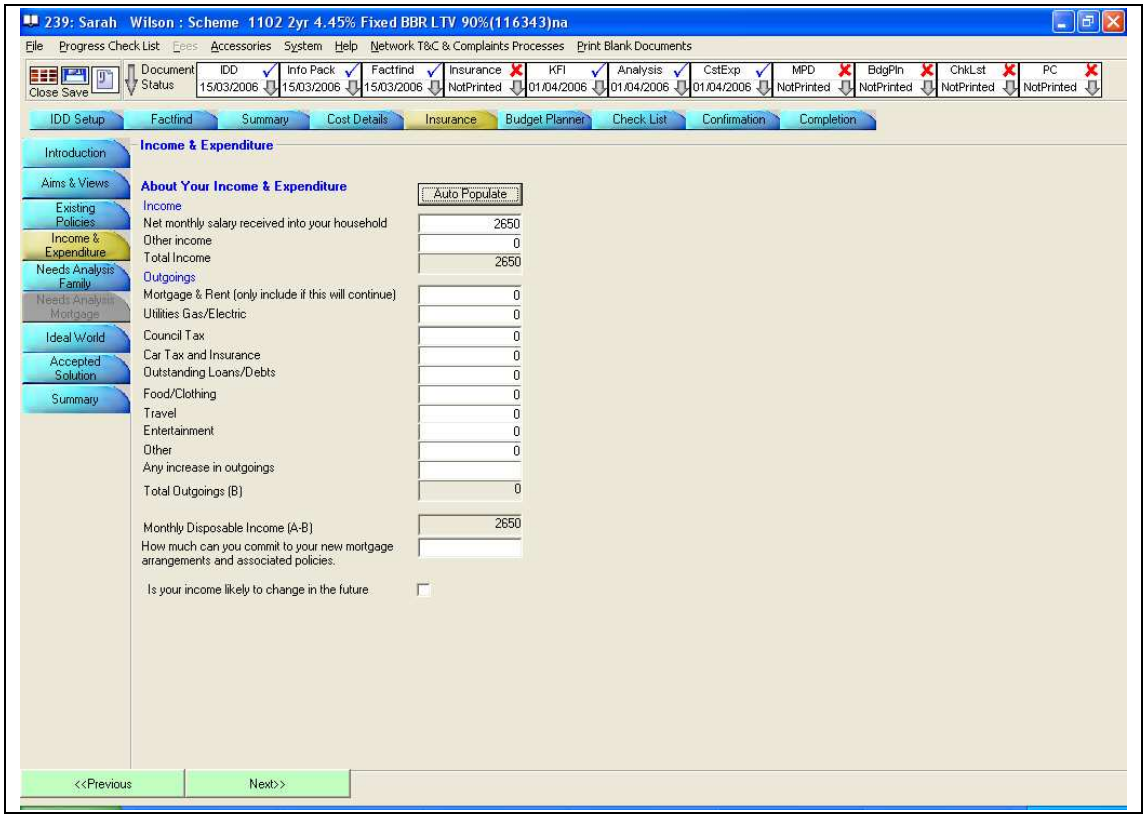
This gathers information on their attitude on all the various risks that they or their home are at risk to.

2.2.6 Existing Policies



If you have completed the Factfind sections for the existing policies this information will have fed through to here. If not then you will need to complete it.

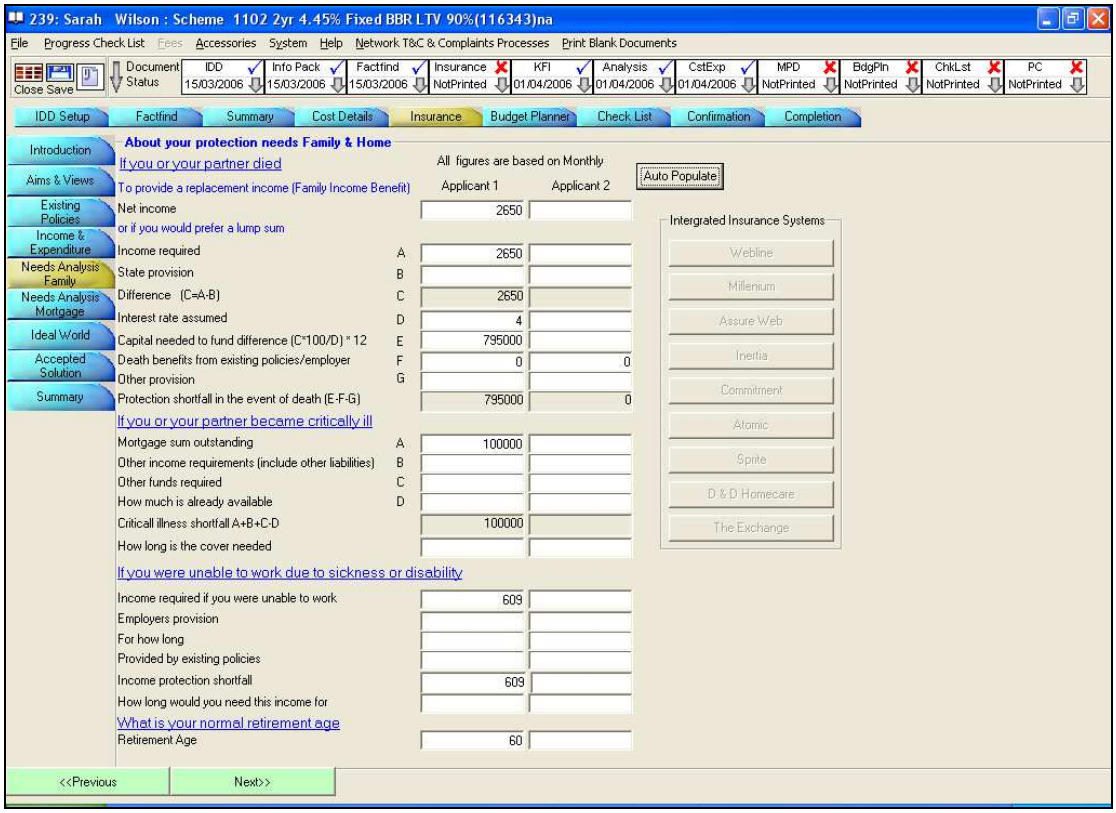
2.2.7 Income and Expenditure



If you have already entered details in the Budget Planner section of the Factfind you can click Auto Populate to bring them through.

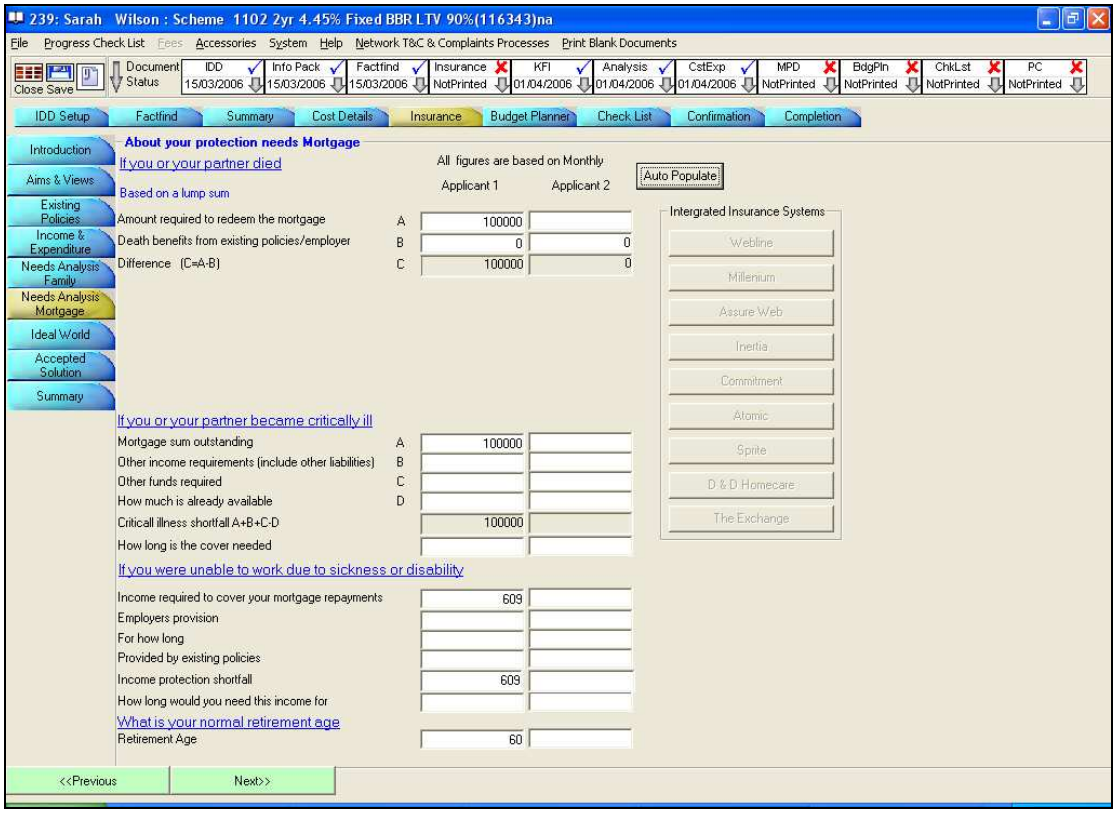
This will calculate the amount of monthly disposable income the customer has available to spend on the insurance products.

2.2.8 Needs Analysis Family



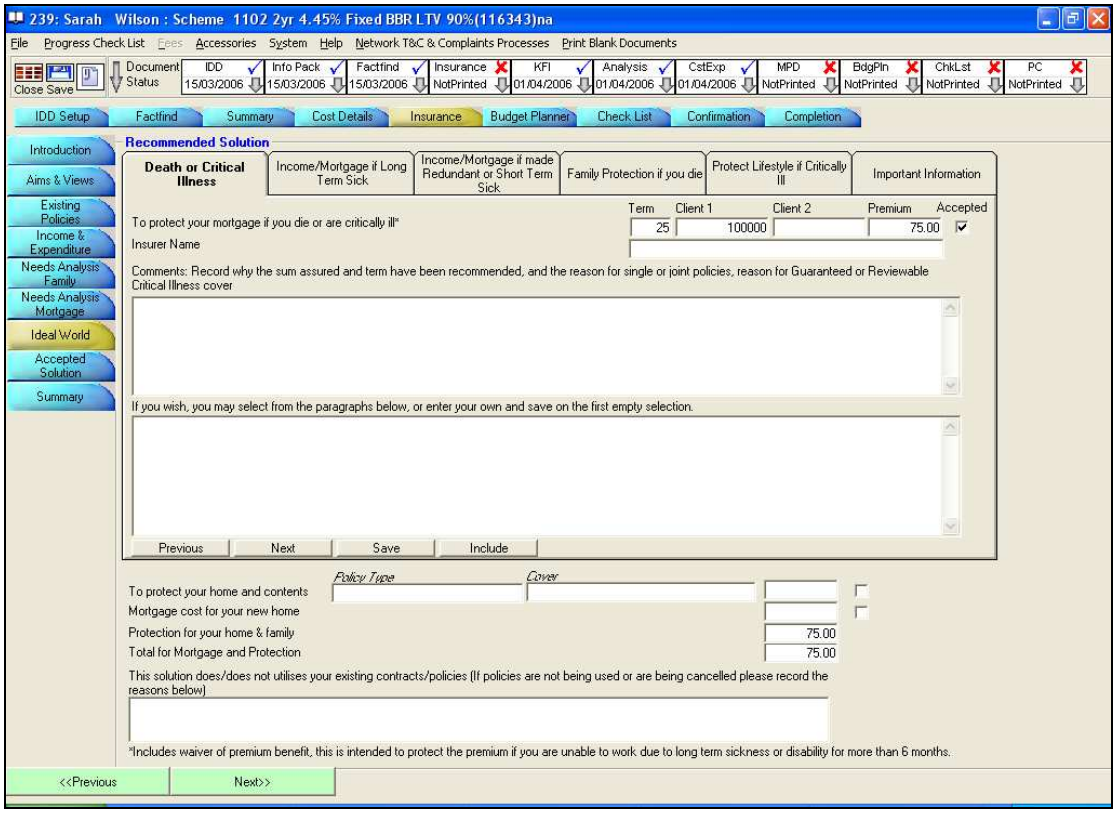
This section helps to analyse what cover is required and gives access to the sourcing systems that we have links to. If yours is not here then at this stage you could go to them and come back and enter the figures on the next screen (Ideal World). If you do use the ones we have in place then you can click the button to go straight to them.

2.2.9 Needs Analysis Mortgage



If you have clicked the mortgage option on the Introduction screen then you will be able to complete the sections relating to insuring your customer for the mortgage.

2.2.10 Ideal World


239: Sarah Wilson : Scheme 1102 2yr 4.45% Fixed BBR LTV 90%(116343)na
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes Print Blank Documents
Close Save
Document Status
IDD 15/03/2006
Info Pack 15/03/2006
Factfind 15/03/2006
Insurance NotPrinted
KFI 01/04/2006
Analysis 01/04/2006
CstExp 01/04/2006
MPD NotPrinted
BdgPln NotPrinted
ChkLst NotPrinted
PC NotPrinted
IDD Setup
Factfind
Summary
Cost Details
Insurance
Budget Planner
Check List
Confirmation
Completion
Introduction
Aims & Views
Existing Policies
Income & Expenditure
Needs Analysis Family
Needs Analysis Mortgage
Ideal World
Accepted Solution
Summary
Recommended Solution
Death or Critical Illness
Income/Mortgage if Long Term Sick
Income/Mortgage if made Redundant or Short Term Sick
Family Protection if you die
Protect Lifestyle if Critically Ill
Important Information
Term
Client 1
Client 2
Premium
Accepted
To protect your mortgage if you die or are critically ill*
25
100000
75.00
Insurer Name
Comments: Record why the sum assured and term have been recommended, and the reason for single or joint policies, reason for Guaranteed or Reviewable Critical Illness cover
If you wish, you may select from the paragraphs below, or enter your own and save on the first empty selection.
Previous
Next
Save
Include
Policy Type
Cover
To protect your home and contents
Mortgage cost for your new home
Protection for your home & family
75.00
Total for Mortgage and Protection
75.00
This solution does/does not utilises your existing contracts/policies (If policies are not being used or are being cancelled please record the reasons below)
*Includes waiver of premium benefit, this is intended to protect the premium if you are unable to work due to long term sickness or disability for more than 6 months.
<<Previous
Next>>

In here you would complete the details of costs of taking out cover to fully meet all the risks.

You can click on each of the Tabs relating to the insurances you are recommending for your customer. There are 2 large text boxes on each Tab. The top one allows you to enter your comments and this is the text that will go into the final document you provide to the customer.

The box below allows you to enter text that you can save to use with subsequent customers. If you type the text and then click the Save button it will be saved to be available for all subsequent cases. If you click Next you will get a blank screen and you can type another explanation, which again you can save.

To add the text to the top box and therefore, your document, click the “Include” button. If you have added more than one set of wordings then you can scroll through them by clicking the “Next” button until you get to the one you want and then click “Include” to add it to the top box.

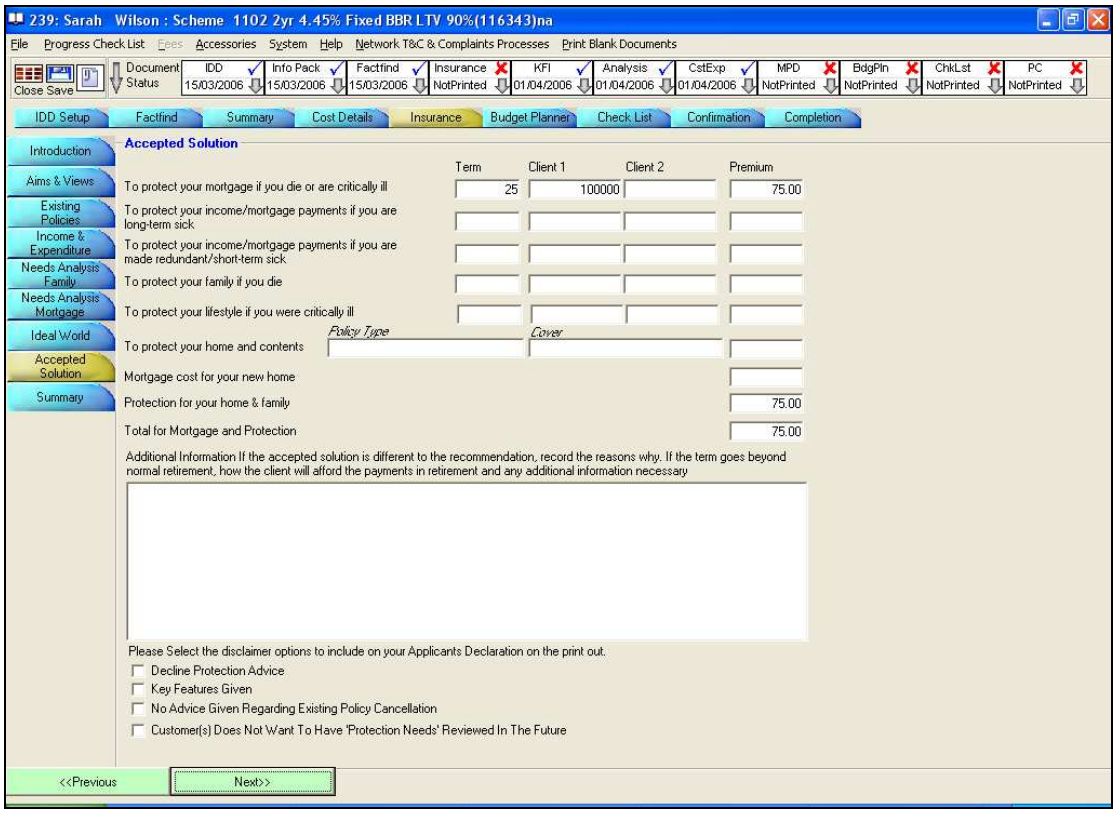
2.2.11 Accepted Solution

Initially on this screen all the details from the "Ideal World" situation are carried forward and then you can edit them, if need be to reflect what the customer has committed to do.

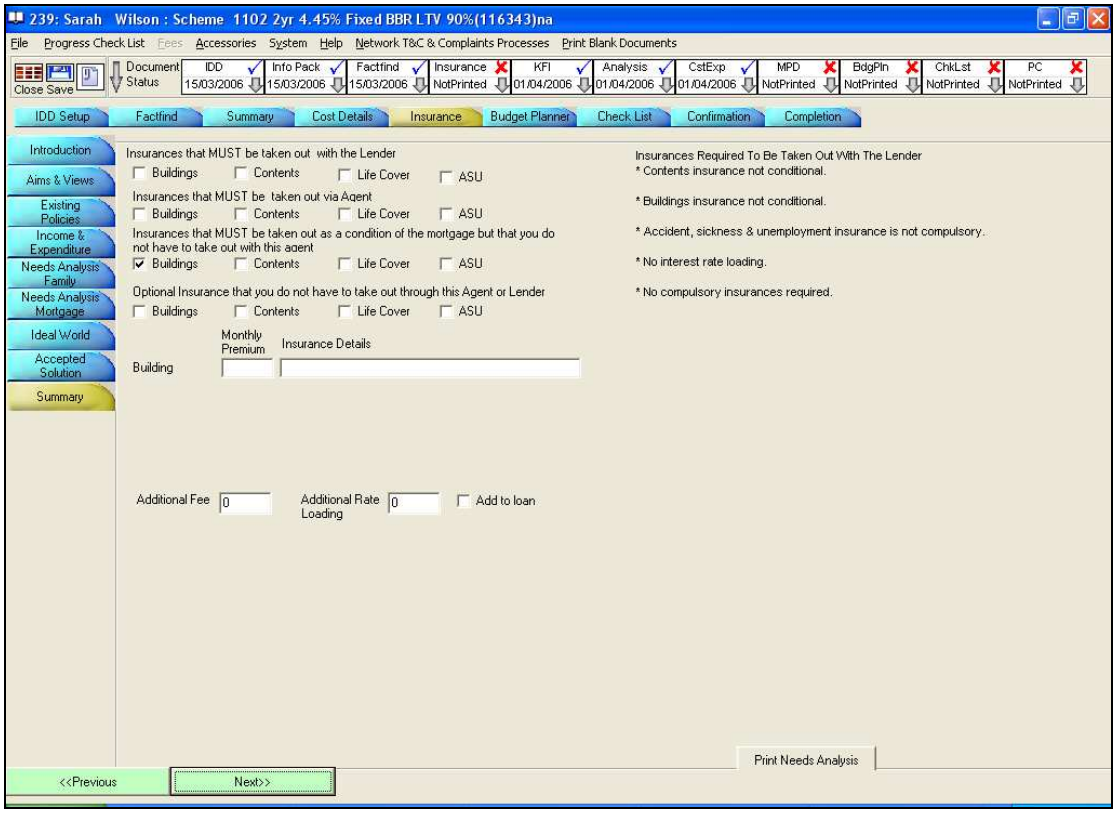
At the bottom of the screen you can click on any products that are not being taken out to amend the declaration the customer signs on the printed document.

These last 2 screens prove that you were able to assess their needs and therefore, able to provide solutions to problems. If the customer then did not want to take out the cover, or lesser cover, then you can reflect and comment upon this. A Compliance Officer or a FSA inspector would be able to see clearly that the job had been done properly.

These 2 sections will be included in the Product Confirmation as well, so that all aspects are covered for both Mortgages and Insurance in the same document.


239: Sarah Wilson : Scheme 1102 2yr 4.45% Fixed BBR LTV 90%(116343)na
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes Print Blank Documents
Close Save
Document Status
IDD 15/03/2006
Info Pack 15/03/2006
Factfind 15/03/2006
Insurance NotPrinted
KFI 01/04/2006
Analysis 01/04/2006
CstExp 01/04/2006
MPD NotPrinted
BdgPln NotPrinted
ChkLst NotPrinted
PC NotPrinted
IDD Setup
Factfind
Summary
Cost Details
Insurance
Budget Planner
Check List
Confirmation
Completion
Introduction
Aims & Views
Existing Policies
Income & Expenditure
Needs Analysis Family
Needs Analysis Mortgage
Ideal World
Accepted Solution
Summary
Accepted Solution
Term
Client 1
Client 2
Premium
To protect your mortgage if you die or are critically ill
25
100000
75.00
To protect your income/mortgage payments if you are long-term sick
To protect your income/mortgage payments if you are made redundant/short-term sick
To protect your family if you die
To protect your lifestyle if you were critically ill
Policy Type
Cover
To protect your home and contents
Mortgage cost for your new home
Protection for your home & family
75.00
Total for Mortgage and Protection
75.00
Additional Information If the accepted solution is different to the recommendation, record the reasons why. If the term goes beyond normal retirement, how the client will afford the payments in retirement and any additional information necessary
Please Select the disclaimer options to include on your Applicants Declaration on the print out.
Decline Protection Advice
Key Features Given
No Advice Given Regarding Existing Policy Cancellation
Customer(s) Does Not Want To Have 'Protection Needs' Reviewed In The Future
<<Previous
Next>>

2.2.12 Summary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Check List
Confirmation
Completion
Introduction
Aims & Views
Existing Policies
Income & Expenditure
Needs Analysis Family
Needs Analysis Mortgage
Ideal World
Accepted Solution
Summary
Insurances that MUST be taken out with the Lender
Buildings Contents Life Cover ASU
Insurances that MUST be taken out via Agent
Buildings Contents Life Cover ASU
Insurances that MUST be taken out as a condition of the mortgage but that you do not have to take out with this agent
Buildings Contents Life Cover ASU
Optional Insurance that you do not have to take out through this Agent or Lender
Buildings Contents Life Cover ASU
Monthly Premium
Insurance Details
Building
Additional Fee 0
Additional Rate Loading 0
Add to loan
Insurances Required To Be Taken Out With The Lender
* Contents insurance not conditional.
* Buildings insurance not conditional.
* Accident, sickness & unemployment insurance is not compulsory.
* No interest rate loading.
* No compulsory insurances required.
Print Needs Analysis
<<Previous
Next>>

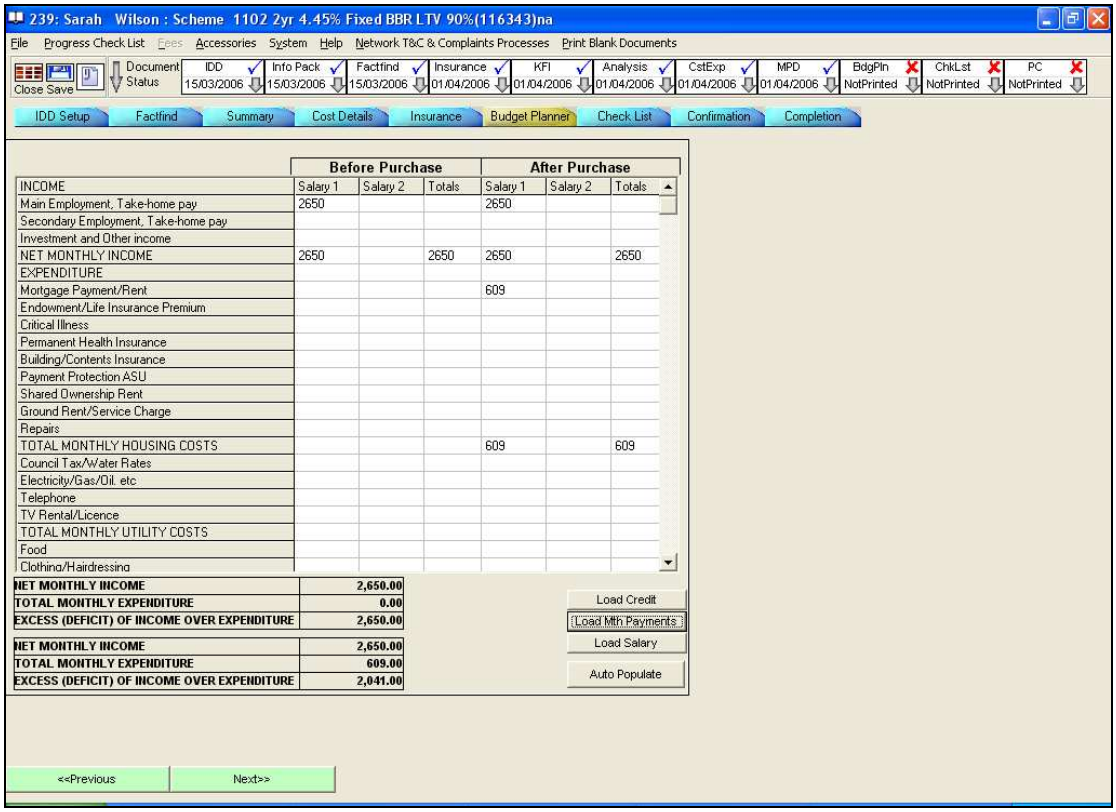
The summary is then used to populate the KFI with details of any insurances that the customer must take out, either as a condition of yours or the Lender.

To print all of the Insurance sales process documentation (or e-mail it), click on Print Needs Analysis at the bottom of the screen. Alternatively, click the grey downward pointing arrow on the Insurance section at the top of the screen and click Print (or Re-Print) option.

2.3 Budget Planner

Click Next and you will come to the Budget Planner. You will have already completed the Before section, in the Factfind you now need to complete the After section.

If you click Auto Populate this will repeat all the Before figures to After as many of them will not change, this will save you re-entering them. To pull through the new Mortgage payment click Load Mth Payments and it will take you through doing this.



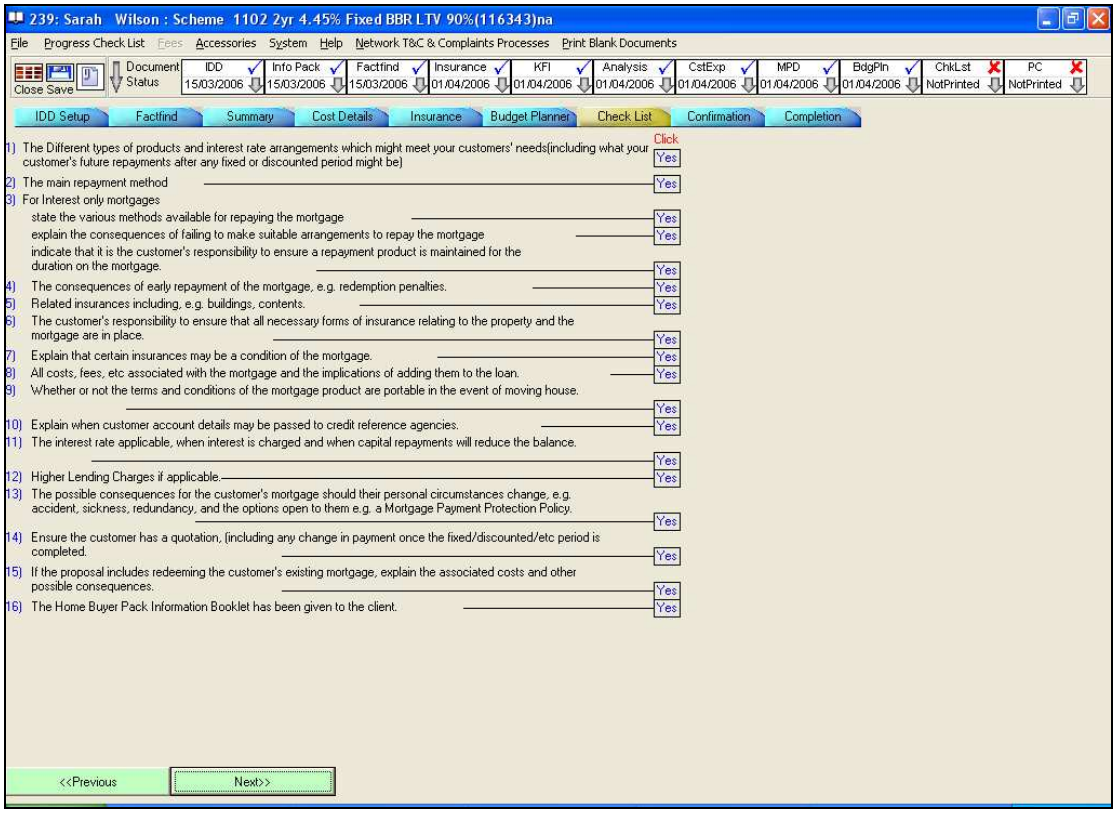
When you click Next you will be prompted to print the Budget Planner. After you have done that and clicked Next you will move to the Notes screen.

2.4 Notes

This will show any notes you have made by clicking the Notes button at the top left of the screen or that you wish to add at this stage.

When you then click Next you will move on to the Checklist.

2.5 Checklist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File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes Print Blank Documents
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KFI 01/04/2006
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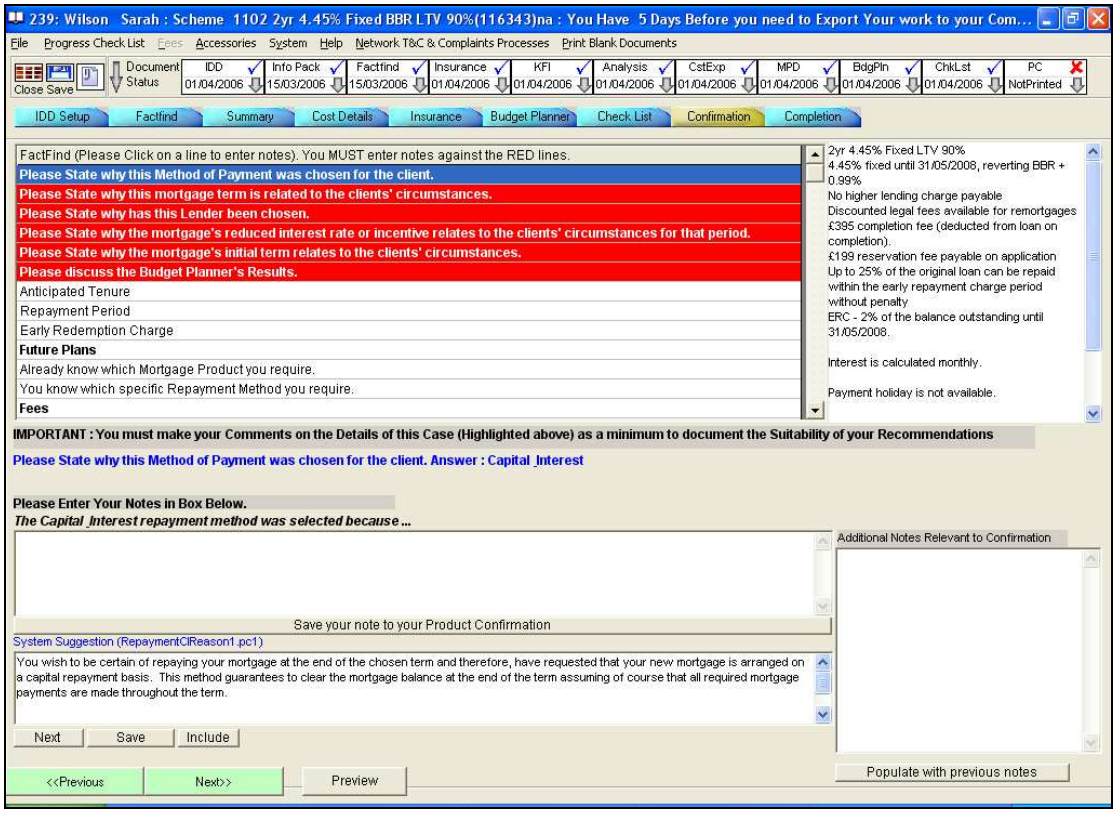
CstExp 01/04/2006
MPD 01/04/2006
BdgPln 01/04/2006
ChkLst NotPrinted
PC NotPrinted
IDD Setup
Factfind
Summary
Cost Details
Insurance
Budget Planner
Check List
Confirmation
Completion
Click
1) The Different types of products and interest rate arrangements which might meet your customers' needs(including what your customer's future repayments after any fixed or discounted period might be) Yes
2) The main repayment method Yes
3) For Interest only mortgages
state the various methods available for repaying the mortgage Yes
explain the consequences of failing to make suitable arrangements to repay the mortgage Yes
indicate that it is the customer's responsibility to ensure a repayment product is maintained for the duration on the mortgage. Yes
4) The consequences of early repayment of the mortgage, e.g. redemption penalties. Yes
5) Related insurances including, e.g. buildings, contents. Yes
6) The customer's responsibility to ensure that all necessary forms of insurance relating to the property and the mortgage are in place. Yes
7) Explain that certain insurances may be a condition of the mortgage. Yes
8) All costs, fees, etc associated with the mortgage and the implications of adding them to the loan. Yes
9) Whether or not the terms and conditions of the mortgage product are portable in the event of moving house. Yes
10) Explain when customer account details may be passed to credit reference agencies. Yes
11) The interest rate applicable, when interest is charged and when capital repayments will reduce the balance. Yes
12) Higher Lending Charges if applicable. Yes
13) The possible consequences for the customer's mortgage should their personal circumstances change, e.g. accident, sickness, redundancy, and the options open to them e.g. a Mortgage Payment Protection Policy. Yes
14) Ensure the customer has a quotation, (including any change in payment once the fixed/discounted/etc period is completed. Yes
15) If the proposal includes redeeming the customer's existing mortgage, explain the associated costs and other possible consequences. Yes
16) The Home Buyer Pack Information Booklet has been given to the client. Yes
<<Previous
Next>>

This will produce the Checklist for the customer to sign to say that you have covered all the areas of the sales process and that they want you to go ahead with arranging the mortgage. It also gets the customer's permission for you to pass their details to 3rd Parties such as Lenders and Insurance Companies.

Clicking "Next" will prompt you to print the Checklist. When you have completed this and click "Next" you will move on to the Product Confirmation.

2.6 Product Confirmation


239: Wilson Sarah : Scheme 1102 2yr 4.45% Fixed BBR LTV 90%(116343)na : You Have 5 Days Before you need to Export Your work to your Com...
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes Print Blank Documents
Close Save
Document Status
IDD 01/04/2006
Info Pack 15/03/2006
Factfind 15/03/2006
Insurance 01/04/2006
KFI 01/04/2006
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CstExp 01/04/2006
MPD 01/04/2006
BdgPln 01/04/2006
ChkLst 01/04/2006
PC NotPrinted
IDD Setup
Factfind
Summary
Cost Details
Insurance
Budget Planner
Check List
Confirmation
Completion
FactFind (Please Click on a line to enter notes). You MUST enter notes against the RED lines.
Please State why this Method of Payment was chosen for the client.
Please State why this mortgage term is related to the clients' circumstances.
Please State why has this Lender been chosen.
Please State why the mortgage's reduced interest rate or incentive relates to the clients' circumstances for that period.
Please State why the mortgage's initial term relates to the clients' circumstances.
Please discuss the Budget Planner's Results.
Anticipated Tenure
Repayment Period
Early Redemption Charge
Future Plans
Already know which Mortgage Product you require.
You know which specific Repayment Method you require.
Fees
2yr 4.45% Fixed LTV 90%
4.45% fixed until 31/05/2008, reverting BBR + 0.99%
No higher lending charge payable
Discounted legal fees available for remortgages
£395 completion fee (deducted from loan on completion).
£199 reservation fee payable on application
Up to 25% of the original loan can be repaid within the early repayment charge period without penalty
ERC - 2% of the balance outstanding until 31/05/2008.
Interest is calculated monthly.
Payment holiday is not available.
IMPORTANT : You must make your Comments on the Details of this Case (Highlighted above) as a minimum to document the Suitability of your Recommendations
Please State why this Method of Payment was chosen for the client. Answer : Capital Interest
Please Enter Your Notes in Box Below.
The Capital Interest repayment method was selected because ...
Additional Notes Relevant to Confirmation
Save your note to your Product Confirmation
System Suggestion (RepaymentCIReason1.pc1)
You wish to be certain of repaying your mortgage at the end of the chosen term and therefore, have requested that your new mortgage is arranged on a capital repayment basis. This method guarantees to clear the mortgage balance at the end of the term assuming of course that all required mortgage payments are made throughout the term.
Next
Save
Include
<<Previous
Next>>
Preview
Populate with previous notes

We provide as much guidance as we can to help you with the essential part of the sales process, which is the product confirmation (or suitability letter, if you prefer).

On the Product Confirmation screen you have a summary of the Factfind. To ensure that for each case you deal with you address the major points we have identified the areas that **must** be addressed and highlighted them in red.

Starting from the first topic highlighted in red, you click on the text and the question to answer on the topic will appear above the top text box together with what was entered against it in the Factfind e.g "Please state why this method of payment was chosen for the client. Answer: Capital and Interest

You can either type what you want to appear on the Product Confirmation by typing your comments into the top box, or you can select one of the suggested answers we have pre-loaded for you. This is explained below.

Before typing anything in please read the text above the box that tells you how the first sentence begins. You just type the follow on to this. When you click the "Save Your Note To The Product Confirmation" your text will be added to the Product Confirmation. To see what it looks like in the document you are building, click the "Preview" button and it will bring it up.

Again as with the Insurance sales process the Product Conformation has 2 text boxes. The top one being where you type in your response to the section of the Factfind you are addressing and as mentioned above the lower box has some pre-populated text for some of the questions. These can be modified or new ones can be added to save you typing the same thing over and over. The buttons at the bottom of the screen do the following:

- Next – We have entered some suggested wordings for most of the compulsory questions. These appear in the bottom box. If the first one is not appropriate then keep clicking this button until you find one you want to use

- Save – You can either edit or input your suggestions and save them. When you click this button the edited or added suggestion will be stored for future use

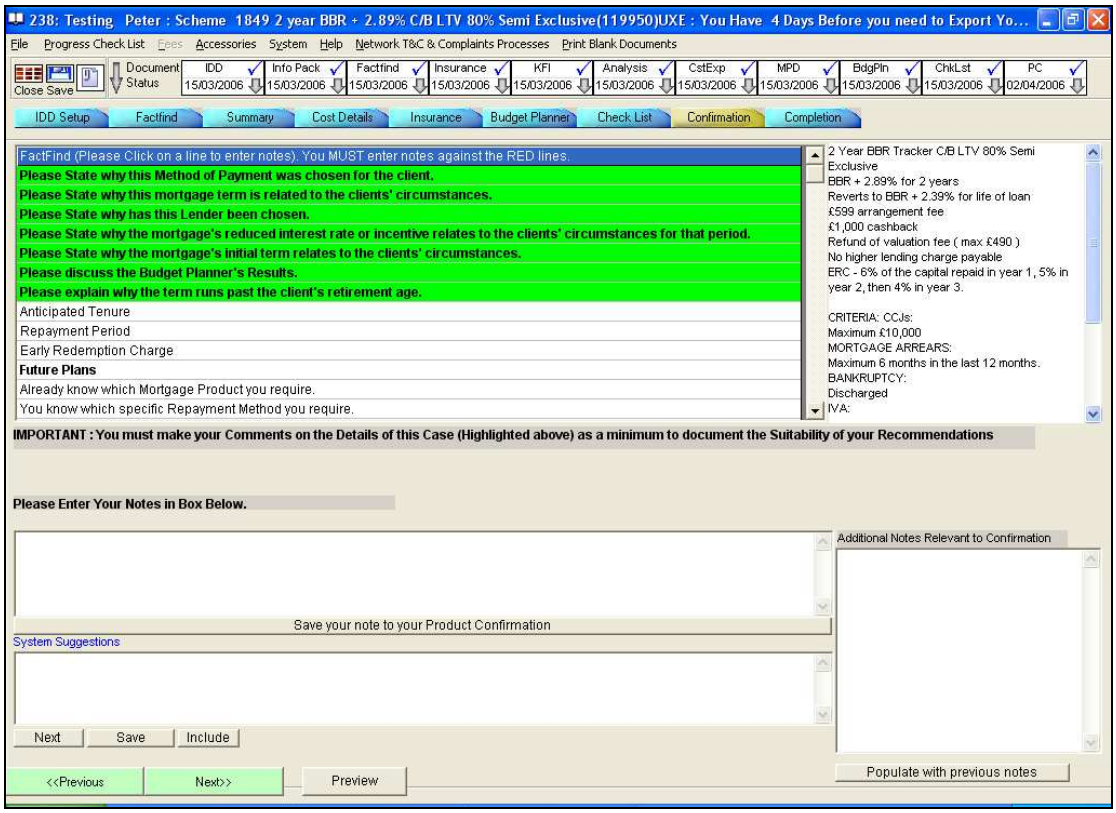
- Include - when you have found an explanation you are happy with from the suggestions click this button to select it. When you click the button you will see it appear in the top box. You then click the button titled “Save your note to your Product Confirmation”

Below the items marked in Red are the other main areas from the factfind that you may also wish to comment on. This gives you the opportunity to relate information the customer has given to you, to the product you are recommending.

Of course it is important that the customer understands what features the product has, that they wanted and if the product does not meet requirements, why not.

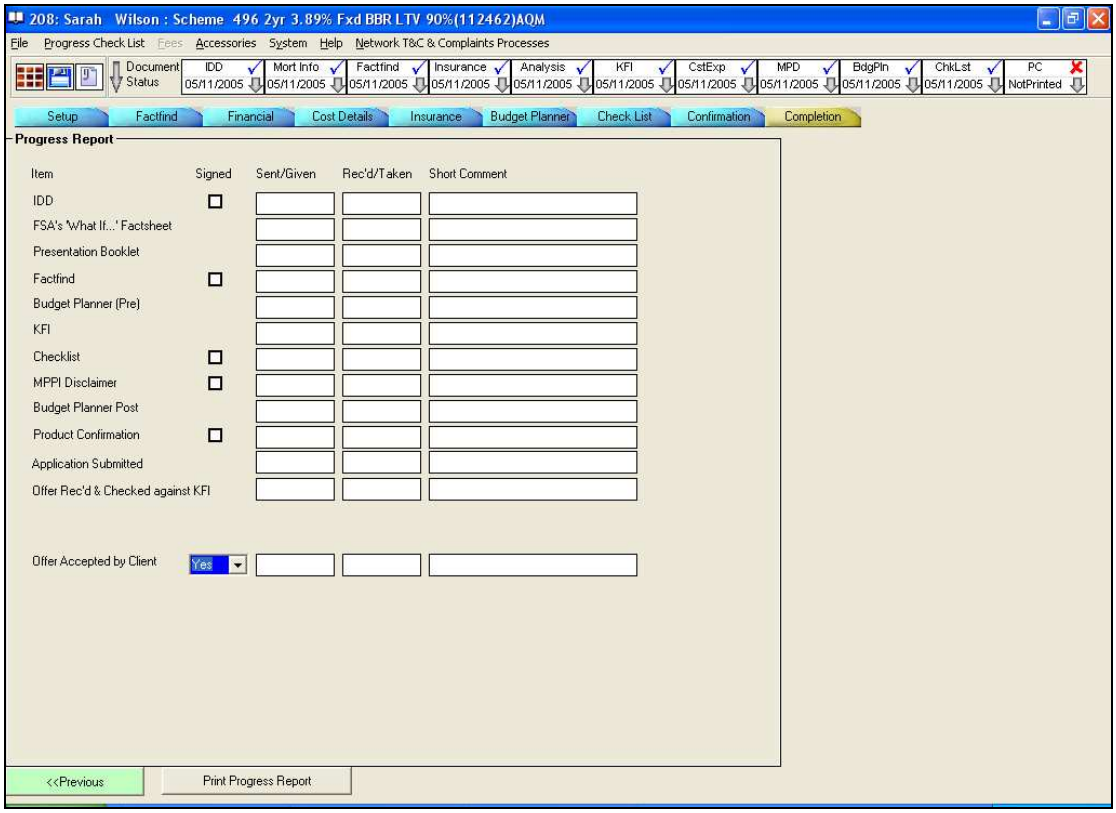
When you are ready to print out the Product Confirmation click the grey downward pointing arrow on the PC section and click “Print Now”.

You should now have a screen showing all the Compliance Buttons with a tick on each one.


238: Testing Peter : Scheme 1849 2 year BBR + 2.89% C/B LTV 80% Semi Exclusive(119950)UXE : You Have 4 Days Before you need to Export Yo...
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes Print Blank Documents
Close Save
Document Status
IDD 15/03/2006
Info Pack 15/03/2006
Factfind 15/03/2006
Insurance 15/03/2006
KFI 15/03/2006
Analysis 15/03/2006
CstExp 15/03/2006
MPD 15/03/2006
BdgPln 15/03/2006
ChkLst 15/03/2006
PC 02/04/2006
IDD Setup
Factfind
Summary
Cost Details
Insurance
Budget Planner
Check List
Confirmation
Completion
FactFind (Please Click on a line to enter notes). You MUST enter notes against the RED lines.
Please State why this Method of Payment was chosen for the client.
Please State why this mortgage term is related to the clients' circumstances.
Please State why has this Lender been chosen.
Please State why the mortgage's reduced interest rate or incentive relates to the clients' circumstances for that period.
Please State why the mortgage's initial term relates to the clients' circumstances.
Please discuss the Budget Planner's Results.
Please explain why the term runs past the client's retirement age.
Anticipated Tenure
Repayment Period
Early Redemption Charge
Future Plans
Already know which Mortgage Product you require.
You know which specific Repayment Method you require.
2 Year BBR Tracker C/B LTV 80% Semi Exclusive
BBR + 2.89% for 2 years
Reverts to BBR + 2.39% for life of loan
£599 arrangement fee
£1,000 cashback
Refund of valuation fee (max £490)
No higher lending charge payable
ERC - 6% of the capital repaid in year 1, 5% in year 2, then 4% in year 3.
CRITERIA: CCJs:
Maximum £10,000
MORTGAGE ARREARS:
Maximum 6 months in the last 12 months.
BANKRUPTCY:
Discharged
IVA:
IMPORTANT : You must make your Comments on the Details of this Case (Highlighted above) as a minimum to document the Suitability of your Recommendations
Please Enter Your Notes in Box Below.
Additional Notes Relevant to Confirmation
Save your note to your Product Confirmation
System Suggestions
Next
Save
Include
<<Previous
Next>>
Preview
Populate with previous notes

2.7 Progress Checklist

To complete the sales process and to give peace of mind, the final Tab is "Completion". Firstly, this allows you to check that you have everything you need on the file and where appropriate signatures. Secondly, it tracks the case right the way through to the acceptance of the offer on the mortgage.



3. Customer Database

The customer database lists all of your customers with the most recently added one at the top of the list.

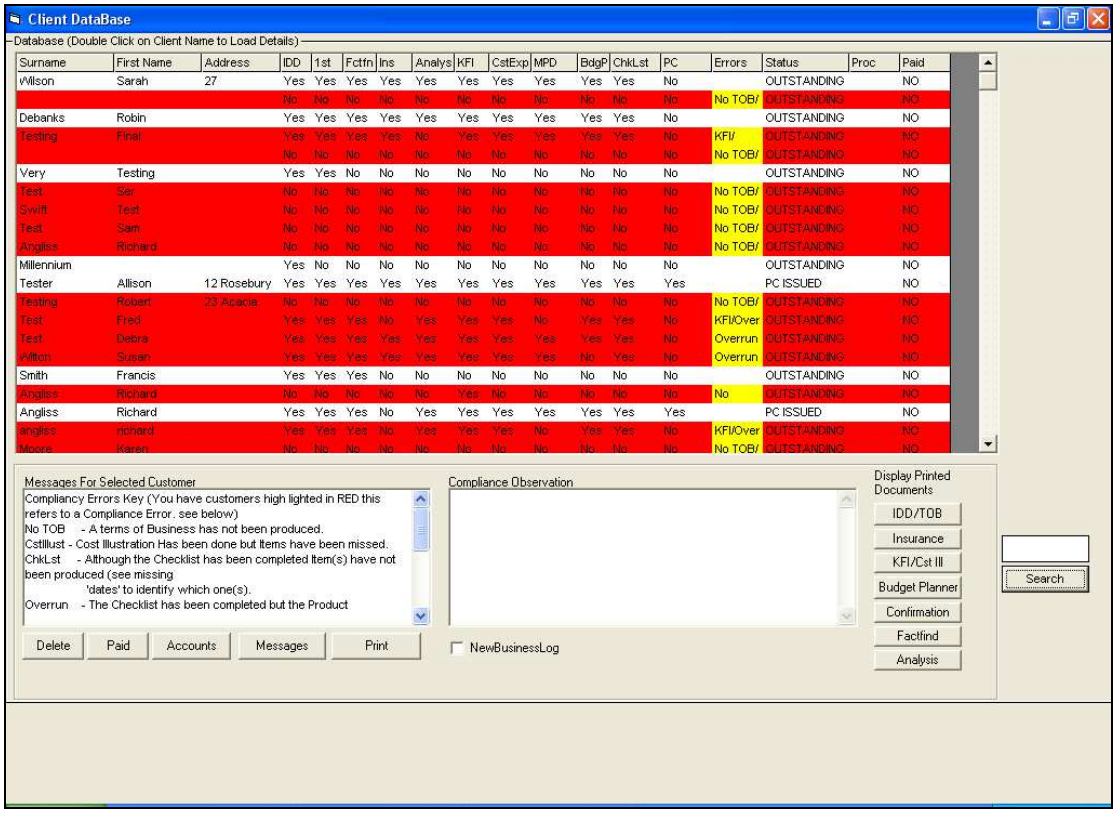
Any cases that are highlighted in red have an outstanding error in the sales process. In the "Errors" column it will tell you what the problem is. If you double click the client it will load it and you can see immediately that the missing items are those that have a red cross on them.

If now or at a later date you want to view documents you have produced for the customer, you click on the customer and then click on the button for the document you want to view, which are located at the bottom right of the screen.

This will show you every copy you have printed for that particular type of document. If for instance you have printed more than one KFI you will see each one by clicking the KFI/Cst Ill button.

When you re-print documents the system asks if you would like to comment on why you are doing so. The comments you make will be shown at the beginning of the document.

You can search for customers by typing in some information you know about the customer and then click the Search button. This can be any aspect of the customers details such as name, address and so on or any other aspect. For instance if you could only remember the number of the house type it in and the system will find all customers with that number in their address.



To delete a customer, click on them and then click the Delete key at the bottom left of the screen.

There is a facility to keep records of when you are paid on a case. If you click on the customer and then click paid Yes will appear in the Paid column.

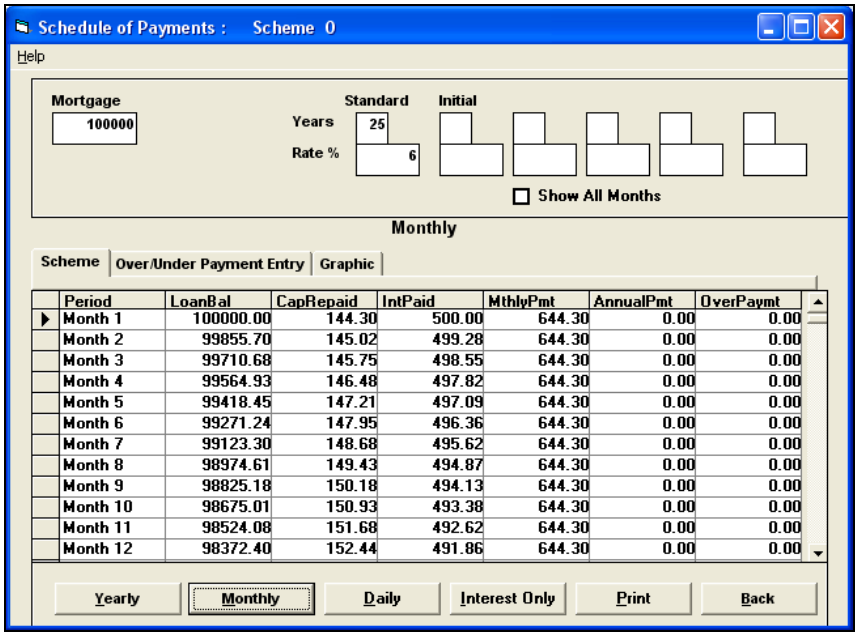
If you want to check your pipeline you can click on the Accounts button to see the information.

If you wan t to check your messages for that customer you can click the Messages button.

You can print the full list of your customers by clicking the Print button. Or if you want to print a copy of your New Business log click the check box and then click Print.

4. Repayment Calculator

This gives you the ability to give a customer an idea of what a loan would cost at a specific rate.

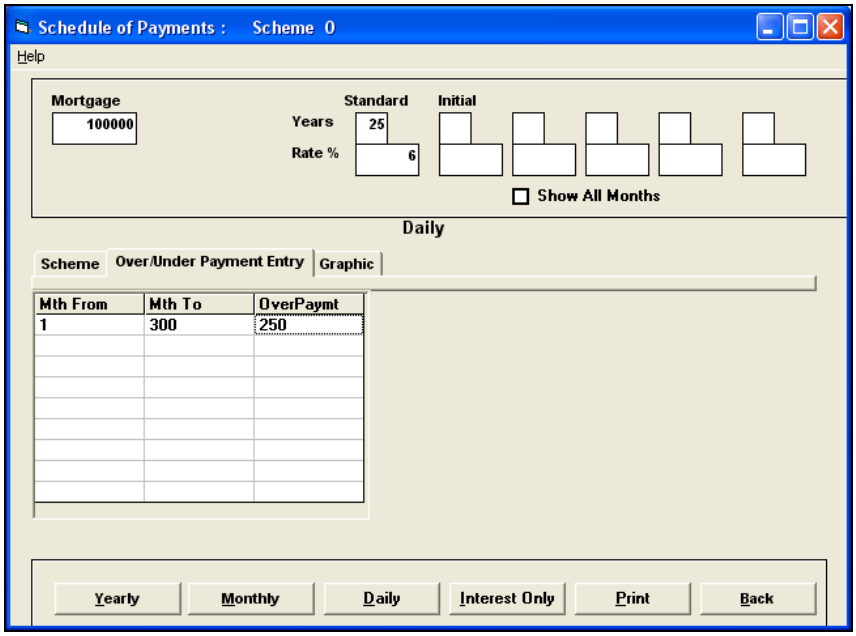


Period	LoanBal	CapRepaid	IntPaid	MthlyPmt	AnnualPmt	OverPaymt
Month 1	100000.00	144.30	500.00	644.30	0.00	0.00
Month 2	99855.70	145.02	499.28	644.30	0.00	0.00
Month 3	99710.68	145.75	498.55	644.30	0.00	0.00
Month 4	99564.93	146.48	497.82	644.30	0.00	0.00
Month 5	99418.45	147.21	497.09	644.30	0.00	0.00
Month 6	99271.24	147.95	496.36	644.30	0.00	0.00
Month 7	99123.30	148.68	495.62	644.30	0.00	0.00
Month 8	98974.61	149.43	494.87	644.30	0.00	0.00
Month 9	98825.18	150.18	494.13	644.30	0.00	0.00
Month 10	98675.01	150.93	493.38	644.30	0.00	0.00
Month 11	98524.08	151.68	492.62	644.30	0.00	0.00
Month 12	98372.40	152.44	491.86	644.30	0.00	0.00

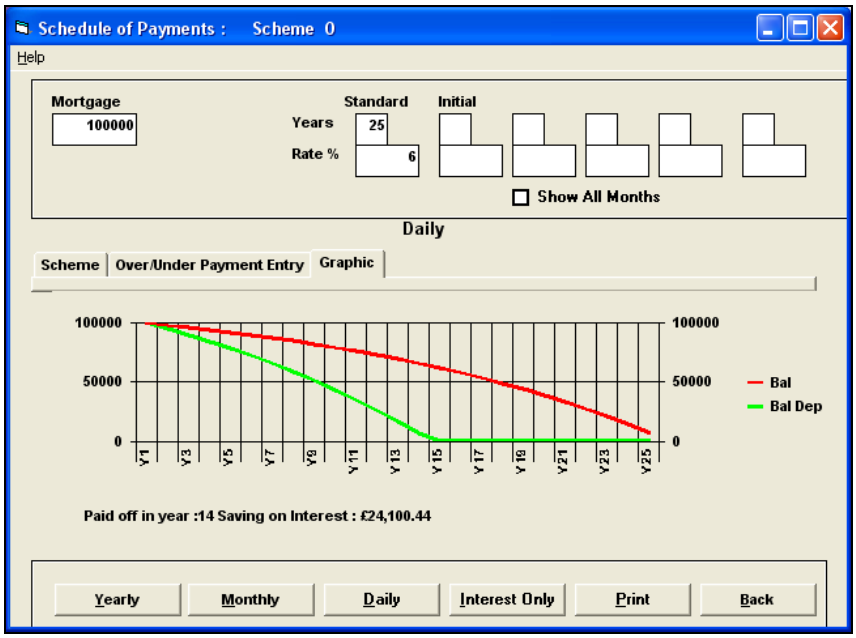
In this example “100000” has been typed into the “Mortgage” box then “6” in the Rate box. Then to get the system to calculate you click on Yearly, Monthly, Daily or Interest Only. This will then give you the monthly breakdown.

You can even do products with an initial rate such as Fixed or Discounted by putting the period (years) of say the fixed rate in the “Initial” box and the rate in the box below it.

You can also do Overpayment calculations by clicking on the Over/Under Payment Entry Tab and entering the figures you want to use.

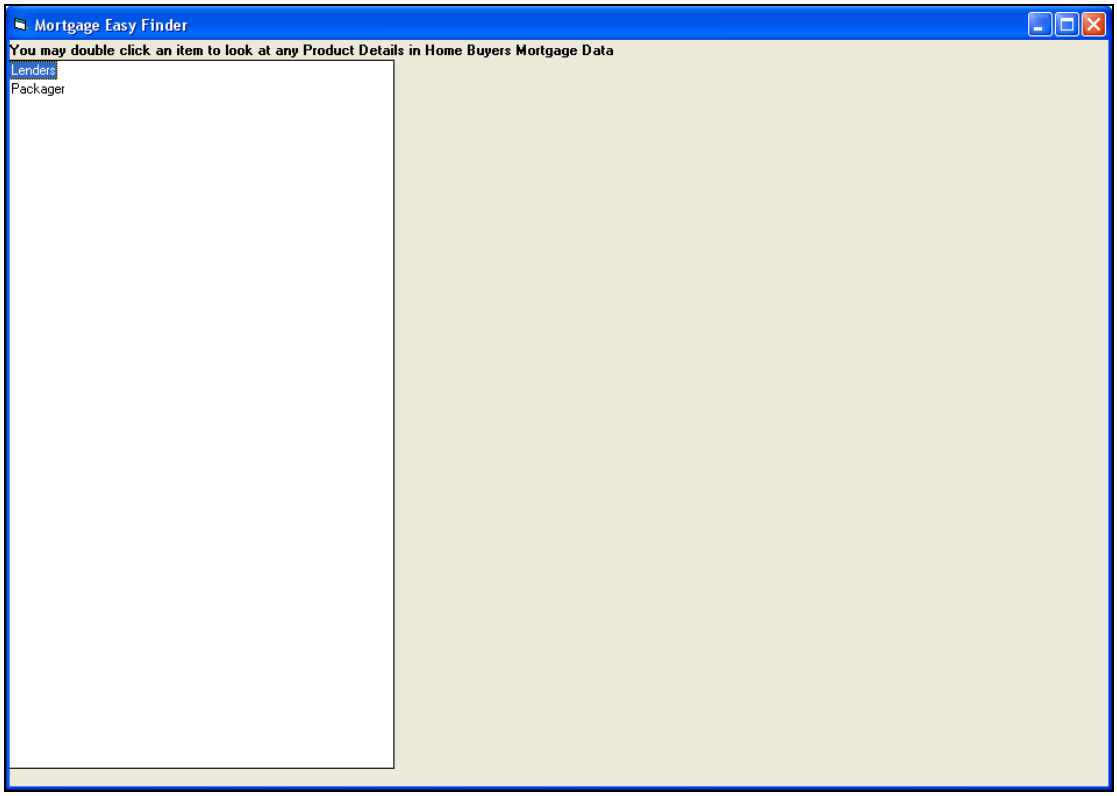


Then to calculate it click the Graphic Tab.



5. Mortgage Easy Finder

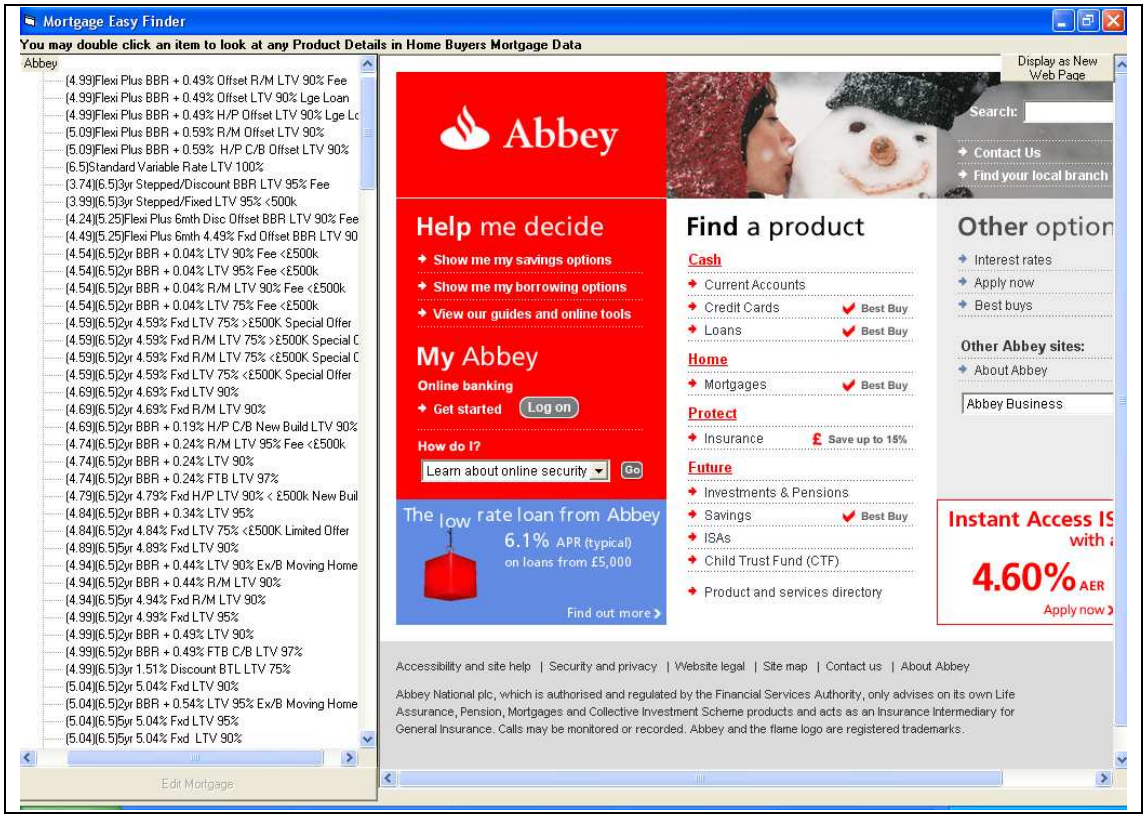
This makes finding a product that you are looking for very easy. Or looking at the product ranges for each of the lenders simple too. When you couple this to the facility to browse the lenders Website from within Easy Finder, it provides a comprehensive and powerful tool to help you help your customers.


Mortgage Easy Finder
You may double click an item to look at any Product Details in Home Buyers Mortgage Data
Lenders
Packager

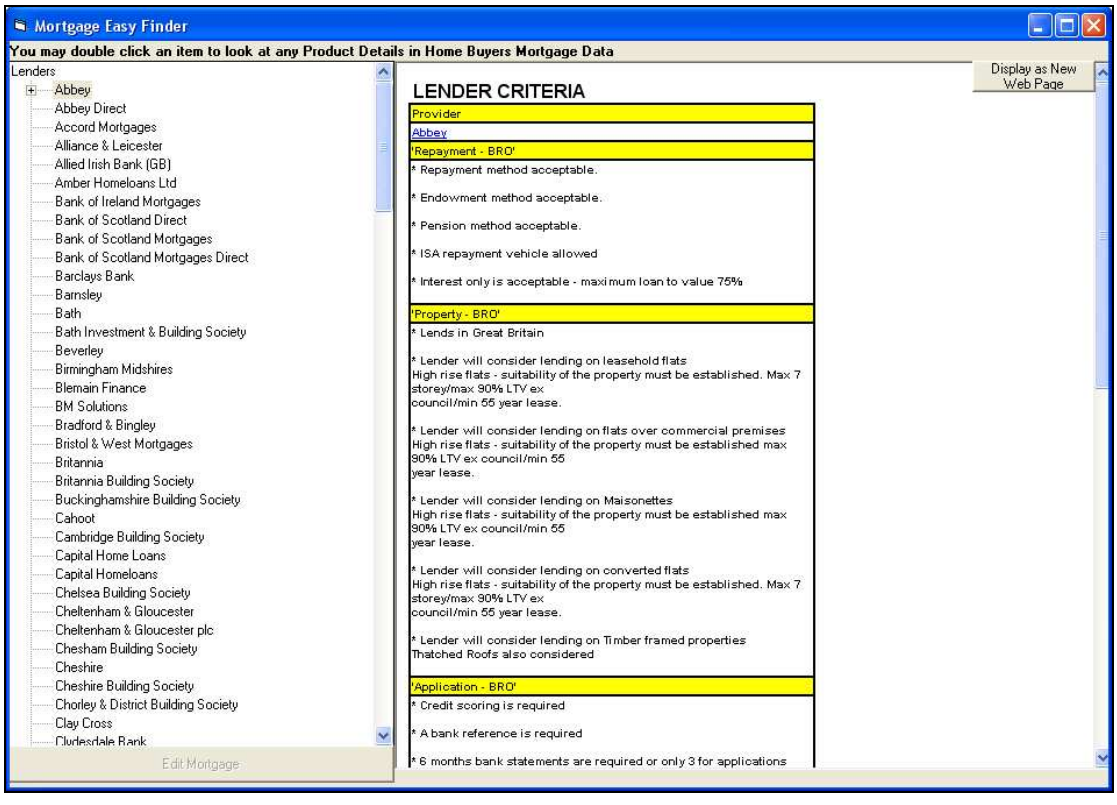
You can look at all the lenders product ranges by double clicking “Lenders” or if you want to look at Packagers product ranges then do the same for “Packagers.

Having double clicked “Lenders” you will have a list of all the lenders. Click on a Lender you are interested in and this will give you details about the lender on the right hand side.

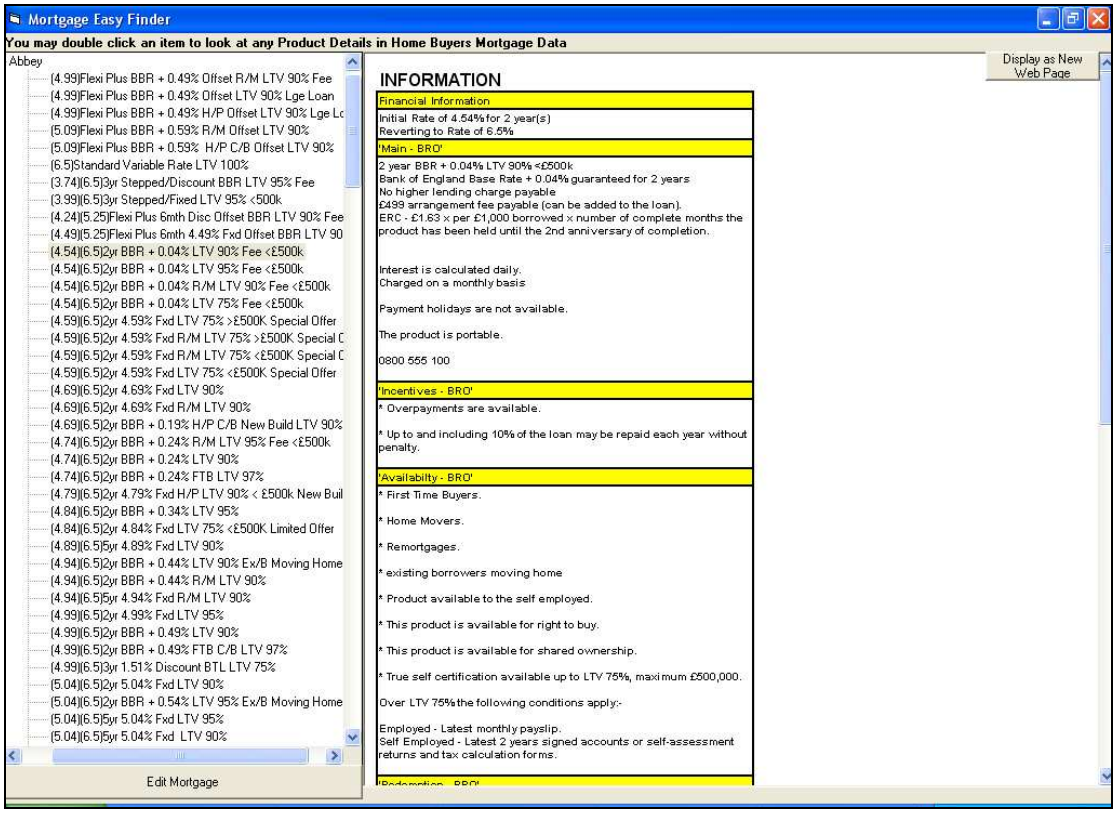
If you wish to go to the lenders Website click the link under Provider in the Information. You can then browse the web site.



If you want the web page to display on your full screen click “Display as New Web Page. When you have finished with this click the cross in the top right hand corner to close it and return to Home Buyer.

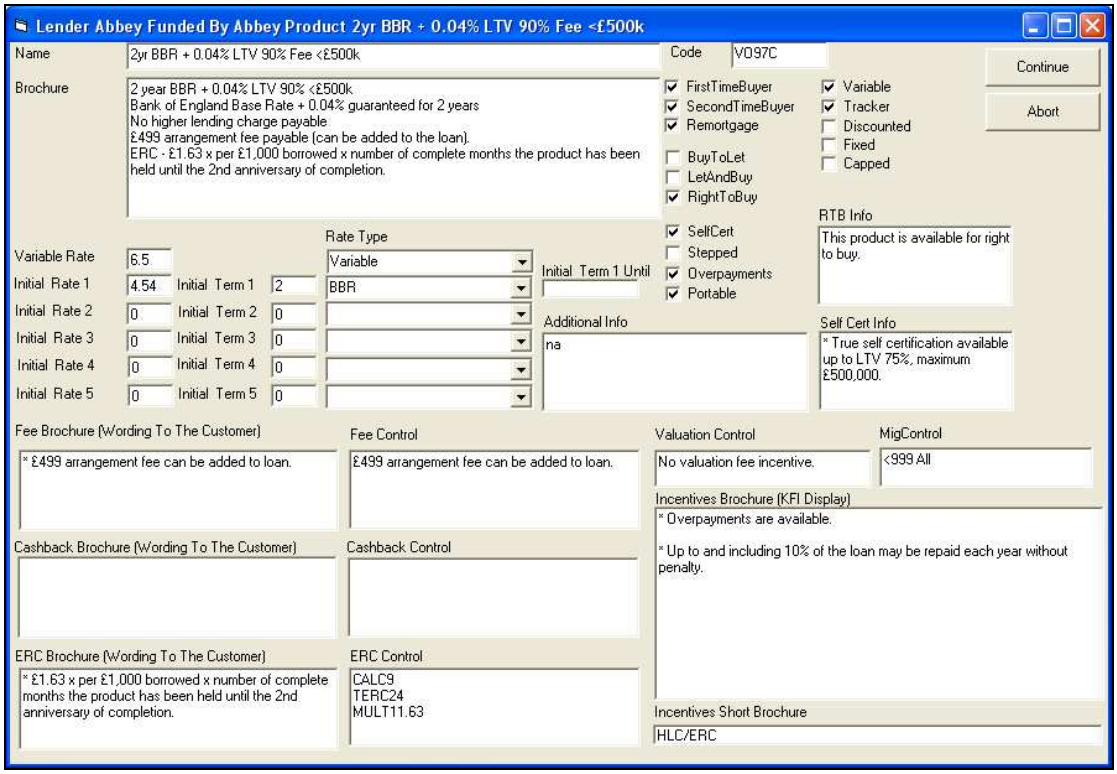

Mortgage Easy Finder
You may double click an item to look at any Product Details in Home Buyers Mortgage Data
Lenders
Abbey
Abbey Direct
Accord Mortgages
Alliance & Leicester
Allied Irish Bank (GB)
Amber Homeloans Ltd
Bank of Ireland Mortgages
Bank of Scotland Direct
Bank of Scotland Mortgages
Bank of Scotland Mortgages Direct
Barclays Bank
Barnsley
Bath
Bath Investment & Building Society
Beverley
Birmingham Midshires
Blemain Finance
BM Solutions
Bradford & Bingley
Bristol & West Mortgages
Britannia
Britannia Building Society
Buckinghamshire Building Society
Cahoot
Cambridge Building Society
Capital Home Loans
Capital Homeloans
Chelsea Building Society
Cheltenham & Gloucester
Cheltenham & Gloucester plc
Chesham Building Society
Cheshire
Cheshire Building Society
Chorley & District Building Society
Clay Cross
Clydesdale Bank
Edit Mortgage
Display as New Web Page
LENDER CRITERIA
Provider
Abbey
'Repayment - BRO'
* Repayment method acceptable.
* Endowment method acceptable.
* Pension method acceptable.
* ISA repayment vehicle allowed
* Interest only is acceptable - maximum loan to value 75%
'Property - BRO'
* Lends in Great Britain
* Lender will consider lending on leasehold flats
High rise flats - suitability of the property must be established. Max 7 storey/max 90% LTV ex council/min 55 year lease.
* Lender will consider lending on flats over commercial premises
High rise flats - suitability of the property must be established max 90% LTV ex council/min 55 year lease.
* Lender will consider lending on Maisonettes
High rise flats - suitability of the property must be established max 90% LTV ex council/min 55 year lease.
* Lender will consider lending on converted flats
High rise flats - suitability of the property must be established. Max 7 storey/max 90% LTV ex council/min 55 year lease.
* Lender will consider lending on Timber framed properties
Thatched Roofs also considered
'Application - BRO'
* Credit scoring is required
* A bank reference is required
* 6 months bank statements are required or only 3 for applications

To look at the product range for the lender click the “+” it will open up to show their product range.


Mortgage Easy Finder
You may double click an item to look at any Product Details in Home Buyers Mortgage Data
Abbey
(4.99)Flexi Plus BBR + 0.49% Offset R/M LTV 90% Fee
(4.99)Flexi Plus BBR + 0.49% Offset LTV 90% Lge Loan
(4.99)Flexi Plus BBR + 0.49% H/P Offset LTV 90% Lge Lo
(5.09)Flexi Plus BBR + 0.59% R/M Offset LTV 90%
(5.09)Flexi Plus BBR + 0.59% H/P C/B Offset LTV 90%
(6.5)Standard Variable Rate LTV 100%
(3.74)(6.5)3yr Stepped/Discount BBR LTV 95% Fee
(3.99)(6.5)3yr Stepped/Fixed LTV 95% <500k
(4.24)(5.25)Flexi Plus 6mth Disc Offset BBR LTV 90% Fee
(4.49)(5.25)Flexi Plus 6mth 4.49% Fxd Offset BBR LTV 90
(4.54)(6.5)2yr BBR + 0.04% LTV 90% Fee <£500k
(4.54)(6.5)2yr BBR + 0.04% LTV 95% Fee <£500k
(4.54)(6.5)2yr BBR + 0.04% R/M LTV 90% Fee <£500k
(4.54)(6.5)2yr BBR + 0.04% LTV 75% Fee <£500k
(4.59)(6.5)2yr 4.59% Fxd LTV 75% >£500K Special Offer
(4.59)(6.5)2yr 4.59% Fxd R/M LTV 75% >£500K Special O
(4.59)(6.5)2yr 4.59% Fxd R/M LTV 75% <£500K Special O
(4.59)(6.5)2yr 4.59% Fxd LTV 75% <£500K Special Offer
(4.69)(6.5)2yr 4.69% Fxd LTV 90%
(4.69)(6.5)2yr 4.69% Fxd R/M LTV 90%
(4.69)(6.5)2yr BBR + 0.19% H/P C/B New Build LTV 90%
(4.74)(6.5)2yr BBR + 0.24% R/M LTV 95% Fee <£500k
(4.74)(6.5)2yr BBR + 0.24% LTV 90%
(4.74)(6.5)2yr BBR + 0.24% FTB LTV 97%
(4.79)(6.5)2yr 4.79% Fxd H/P LTV 90% < £500k New Buil
(4.84)(6.5)2yr BBR + 0.34% LTV 95%
(4.84)(6.5)2yr 4.84% Fxd LTV 75% <£500K Limited Offer
(4.89)(6.5)5yr 4.89% Fxd LTV 90%
(4.94)(6.5)2yr BBR + 0.44% LTV 90% Ex/B Moving Home
(4.94)(6.5)2yr BBR + 0.44% R/M LTV 90%
(4.94)(6.5)5yr 4.94% Fxd R/M LTV 90%
(4.99)(6.5)2yr 4.99% Fxd LTV 95%
(4.99)(6.5)2yr BBR + 0.49% LTV 90%
(4.99)(6.5)2yr BBR + 0.49% FTB C/B LTV 97%
(4.99)(6.5)3yr 1.51% Discount BTL LTV 75%
(5.04)(6.5)2yr 5.04% Fxd LTV 90%
(5.04)(6.5)2yr BBR + 0.54% LTV 95% Ex/B Moving Home
(5.04)(6.5)5yr 5.04% Fxd LTV 95%
(5.04)(6.5)5yr 5.04% Fxd LTV 90%
Edit Mortgage
Display as New Web Page
INFORMATION
Financial Information
Initial Rate of 4.54% for 2 year(s)
Reverting to Rate of 6.5%
'Main - BRO'
2 year BBR + 0.04% LTV 90% <£500k
Bank of England Base Rate + 0.04% guaranteed for 2 years
No higher lending charge payable
£499 arrangement fee payable (can be added to the loan).
ERC - £1.63 x per £1,000 borrowed x number of complete months the product has been held until the 2nd anniversary of completion.
Interest is calculated daily.
Charged on a monthly basis
Payment holidays are not available.
The product is portable.
0800 555 100
'Incentives - BRO'
* Overpayments are available.
* Up to and including 10% of the loan may be repaid each year without penalty.
'Availability - BRO'
* First Time Buyers.
* Home Movers.
* Remortgages.
* existing borrowers moving home
* Product available to the self employed.
* This product is available for right to buy.
* This product is available for shared ownership.
* True self certification available up to LTV 75%, maximum £500,000.
Over LTV 75% the following conditions apply:-
Employed - Latest monthly payslip.
Self Employed - Latest 2 years signed accounts or self-assessment returns and tax calculation forms.

Click on the product you want to see the details of and they will appear again on the right hand side.

If for any reason you want to make a change to a product, click “Edit Mortgage” at the bottom of the screen.



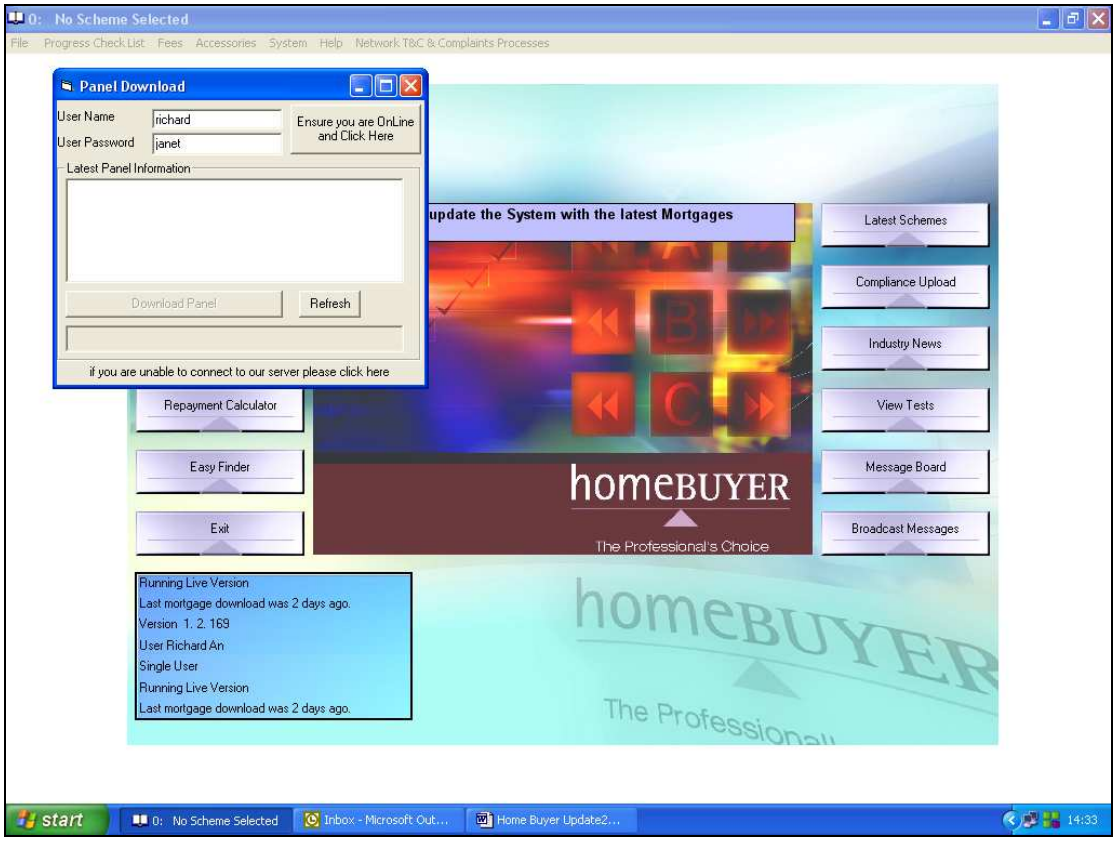
You can then make the change/s you want to make. If you then use this product in the sourcing and save it against a customer then the details will be saved as you have amended them. When you next update the mortgages, in your system, the changes you have made will be overwritten.

6. Exit

Click this button to leave the system.

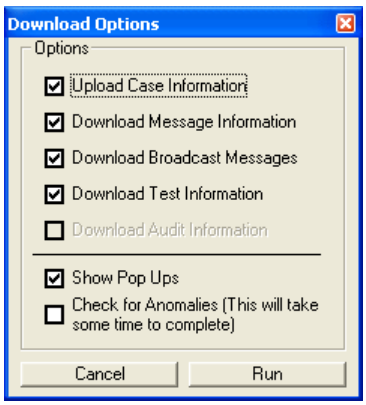
7. Latest Schemes

Click on this to update the mortgage data. If you have not done this for a few days it will turn red to warn you that your system has not been updated recently.



8. Compliance Upload

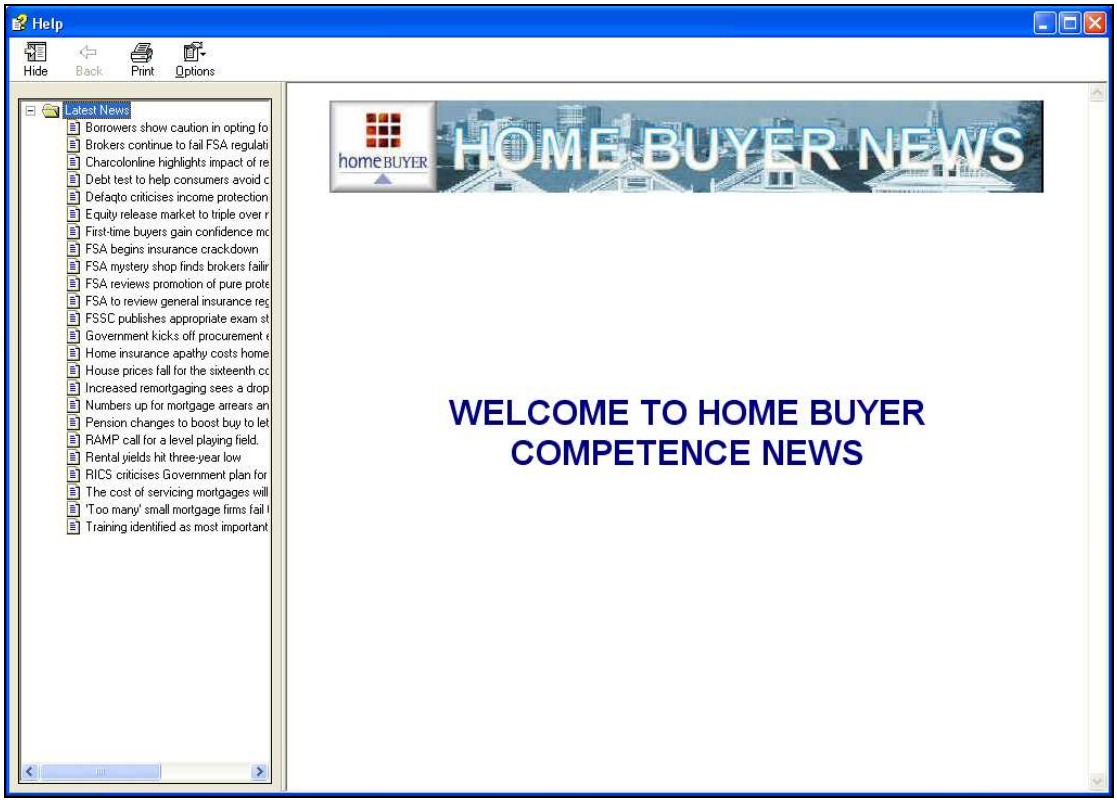
This is where you will now do your compliance export. You will be reminded to do this in the rolling window and also if you exceed the allotted number of days between downloads.



All you need to do is click Run and then follow the instructions on screen.

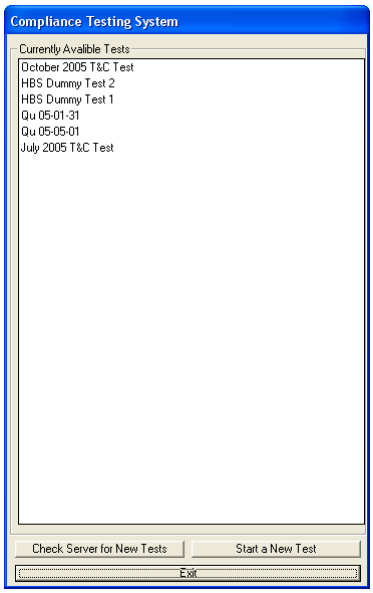
9. Industry News

To view the Training and Competence area of the system click on Industry News


Help
Hide
Back
Print
Options
Latest News
Borrowers show caution in opting fo
Brokers continue to fail FSA regulati
Charcolonline highlights impact of re
Debt test to help consumers avoid c
Defaqto criticises income protection
Equity release market to triple over r
First-time buyers gain confidence mc
FSA begins insurance crackdown
FSA mystery shop finds brokers failir
FSA reviews promotion of pure prote
FSA to review general insurance reg
FSSC publishes appropriate exam st
Government kicks off procurement
Home insurance apathy costs home
House prices fall for the sixteenth cc
Increased remortgaging sees a drop
Numbers up for mortgage arrears an
Pension changes to boost buy to let
RAMP call for a level playing field.
Rental yields hit three-year low
RICS criticises Government plan for
The cost of servicing mortgages will
'Too many' small mortgage firms fail
Training identified as most important
homeBUYER
HOME BUYER NEWS
WELCOME TO HOME BUYER
COMPETENCE NEWS

10. Tests

To take the T&C tests click View Tests. Then click “Check Server for New Tests”.

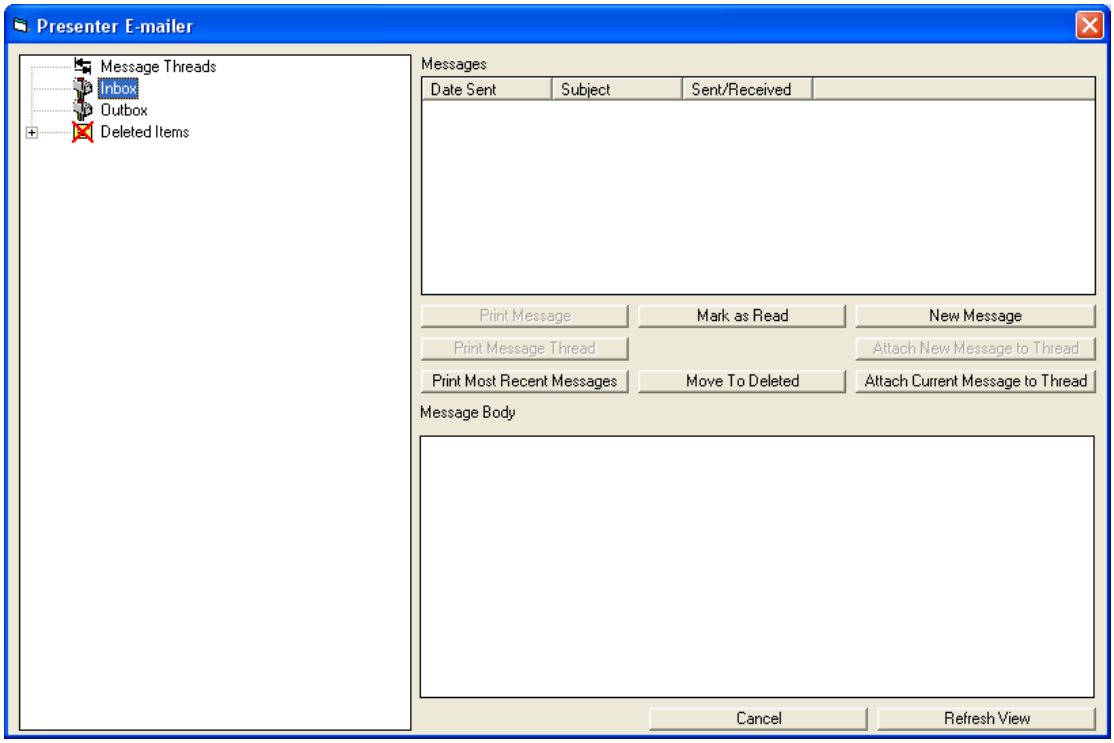


This will update your system with the latest test and then click on the test you want to take and click “Start a New Test”. Then complete the test.

11. Message Board

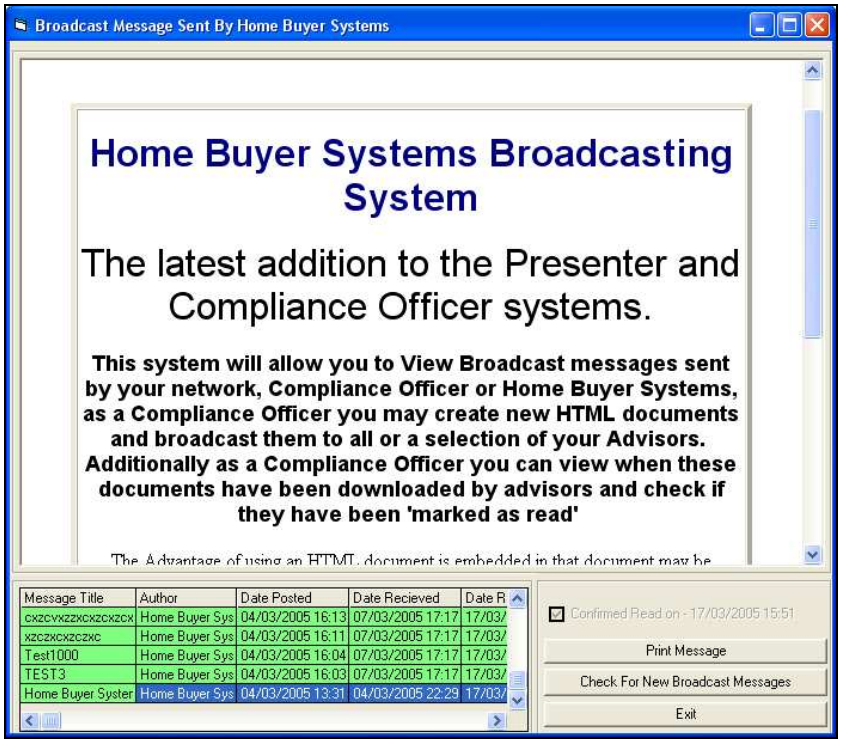
When you receive a message you will be alerted to the fact that you have one. To read it or look at previous ones click on “Message Board”. In here not only can you read your compliance messages from your Compliance Officer but you can also reply to them or send one of your own.

When you reply to a message the system recognises that in future you would want to read all of the correspondence together, so it sets up a Message Thread. If you click on this you will be able to read the full details of the messages sent on a particular subject or case.



12. Broadcast Messages

Again if you have a Broadcast Message you will be notified by the system. Click on the Broadcast Message button to view it and any previous ones.

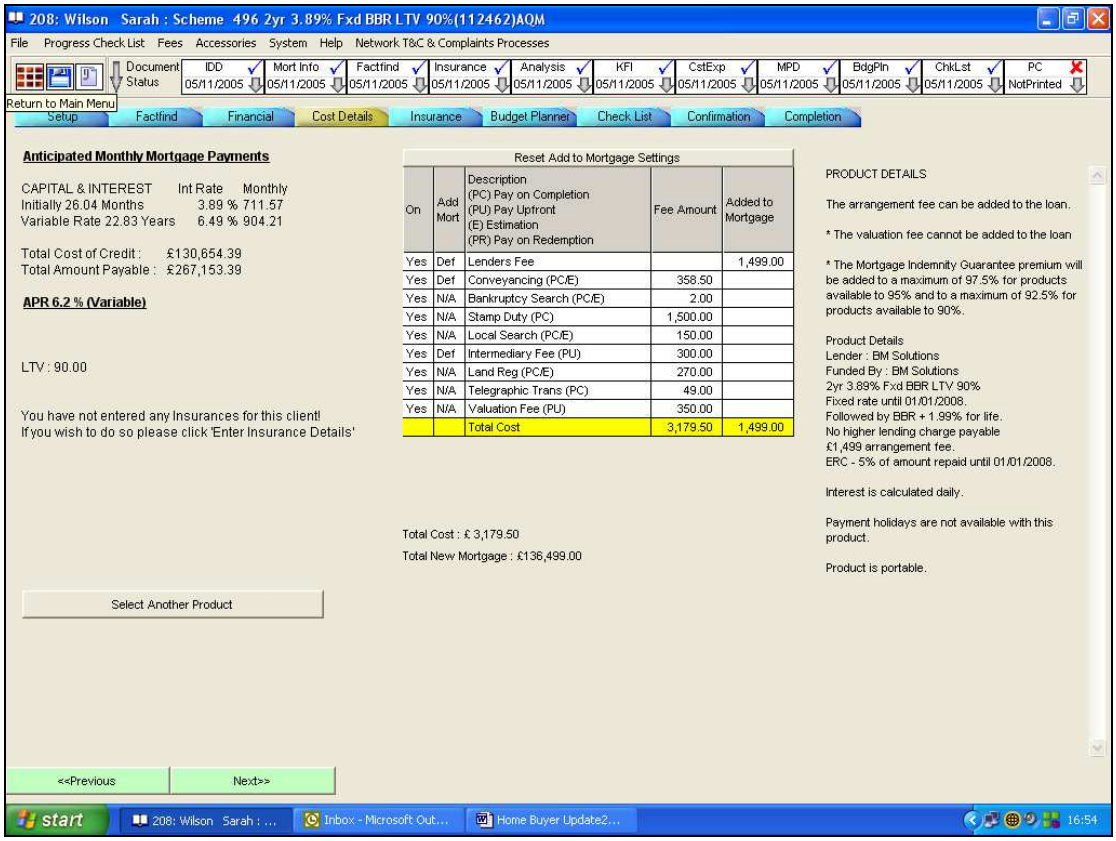

Broadcast Message Sent By Home Buyer Systems
Home Buyer Systems Broadcasting System
The latest addition to the Presenter and Compliance Officer systems.
This system will allow you to View Broadcast messages sent by your network, Compliance Officer or Home Buyer Systems, as a Compliance Officer you may create new HTML documents and broadcast them to all or a selection of your Advisors. Additionally as a Compliance Officer you can view when these documents have been downloaded by advisors and check if they have been 'marked as read'
Message Title
Author
Date Posted
Date Recieved
Date R
cxzcvxzzxcxzcxzcx
Home Buyer Sys
04/03/2005 16:13
07/03/2005 17:17
17/03/
xzczxcxzczxc
Home Buyer Sys
04/03/2005 16:11
07/03/2005 17:17
17/03/
Test1000
Home Buyer Sys
04/03/2005 16:04
07/03/2005 17:17
17/03/
TEST3
Home Buyer Sys
04/03/2005 16:03
07/03/2005 17:17
17/03/
Home Buyer Syster
Home Buyer Sys
04/03/2005 13:31
04/03/2005 22:29
17/03/
Confirmed Read on - 17/03/2005 15:51
Print Message
Check For New Broadcast Messages
Exit

13. Return To Main Menu, Save and Notes

At any time you want to return to the Main Menu, save the details you are working on or make/view your notes the 3 buttons in the top left hand corner do these jobs.

If you place your mouse over the first button it will tell you that by clicking it you will be taken to the Main Menu. If you do the same for the second button it will tell you that by clicking this you can save the case to the Database.

Similarly, if you do the same for the third button it will tell you that if you click it you will bring up your notes for that customer.


208: Wilson Sarah : Scheme 496 2yr 3.89% Fxd BBR LTV 90%(112462)AQM
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes
Return to Main Menu
Document Status
IDD 05/11/2005
Mort Info 05/11/2005
Factfind 05/11/2005
Insurance 05/11/2005
Analysis 05/11/2005
KFI 05/11/2005
CstExp 05/11/2005
MPD 05/11/2005
BdgPln 05/11/2005
ChkLst 05/11/2005
PC NotPrinted
Setup Factfind Financial Cost Details Insurance Budget Planner Check List Confirmation Completion
Anticipated Monthly Mortgage Payments
CAPITAL & INTEREST Int Rate Monthly
Initially 26.04 Months 3.89 % 711.57
Variable Rate 22.83 Years 6.49 % 904.21
Total Cost of Credit : £130,654.39
Total Amount Payable : £267,153.39
APR 6.2 % (Variable)
LTV : 90.00
You have not entered any Insurances for this client!
If you wish to do so please click 'Enter Insurance Details'
Reset Add to Mortgage Settings
On | Add Mort | Description (PC) Pay on Completion (PU) Pay Upfront (E) Estimation (PR) Pay on Redemption | Fee Amount | Added to Mortgage
Yes Def Lenders Fee 1,499.00
Yes Def Conveyancing (PC/E) 358.50
Yes N/A Bankruptcy Search (PC/E) 2.00
Yes N/A Stamp Duty (PC) 1,500.00
Yes N/A Local Search (PC/E) 150.00
Yes Def Intermediary Fee (PU) 300.00
Yes N/A Land Reg (PC/E) 270.00
Yes N/A Telegraphic Trans (PC) 49.00
Yes N/A Valuation Fee (PU) 350.00
Total Cost 3,179.50 1,499.00
Total Cost : £ 3,179.50
Total New Mortgage : £136,499.00
Select Another Product
PRODUCT DETAILS
The arrangement fee can be added to the loan.
* The valuation fee cannot be added to the loan
* The Mortgage Indemnity Guarantee premium will be added to a maximum of 97.5% for products available to 95% and to a maximum of 92.5% for products available to 90%.
Product Details
Lender : BM Solutions
Funded By : BM Solutions
2yr 3.89% Fxd BBR LTV 90%
Fixed rate until 01/01/2008.
Followed by BBR + 1.99% for life.
No higher lending charge payable
£1,499 arrangement fee.
ERC - 5% of amount repaid until 01/01/2008.
Interest is calculated daily.
Payment holidays are not available with this product.
Product is portable.
<<Previous
Next>>
start
208: Wilson Sarah : ...
Inbox - Microsoft Out...
Home Buyer Update2...
16:54

14. Conclusion of The Overview

Much time and effort has gone into the building of the Home Buyer System. So much of the system has been produced in collaboration with our customers.

After all it is your system and it will be as good as you want it to be. We therefore always welcome your feedback – it is often the only way things get to be the way you want and need them.

If you need any help with the system, as always, please do not hesitate to contact us.

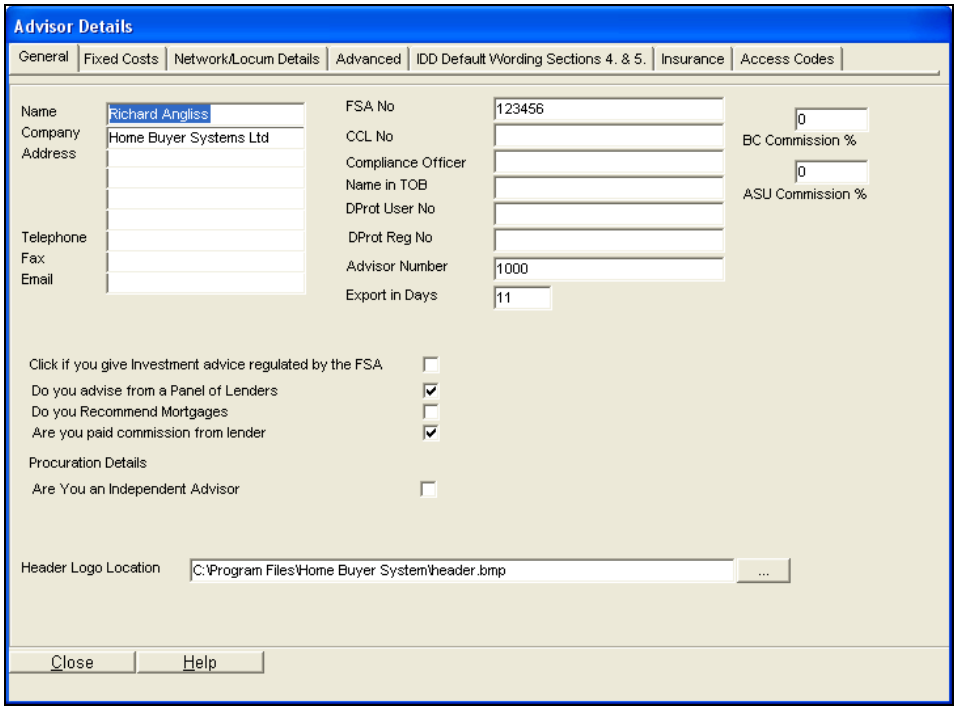
We look forward to working with you and to continually provide you with the tools you need to have a successful, prosperous business.

APPENDIX

1. Setting Up or Altering Your System

When you go into your system for the first time you will be taken through the set up screens.

This area allows you to enter details that will be used in various situations as you use the system allowing it to auto populate or calculate for you.



1.1 General

On this screen you can type in your details in the top left hand block of information. The block on the right allows you to record other of your details. These are:

- FSA number – this is your own personal number (not the networks/companies if you are an Appointed Representative)
- CCL No – Consumer Credit Licence number (not compulsory – it will appear on the front page of your Information Pack with your other details)
- Compliance Officer – the name of the person responsible for checking your compliance
- Name in TOB – this only needs to be completed if you use a Terms of Business as well as the compulsory IDD (Initial Disclosure Document)
- D Prot User No – If you do not have your own Data Protection Registration Number and are covered by a company one enter your User Number here
- D Prot Reg – This is the Data Protection Registration number for your company

- Adviser Number – You only need to enter this if you have a compliance officer using our Compliance Officer System. This number is used to link you up.

- Export Days – you do not need to enter anything here it is automatically generated

To the right of that are:

- BC Commission % - this is used to help calculate Buildings and Contents insurance commissions owing to you but it is not necessary to enter anything here it is simply an additional service

- ASU Commission % - this is the same as BC but for Accident, Sickness and Unemployment cover

In the lower section you have:

- Click if you give Investment advice regulated by the FSA – this is fairly self explanatory and triggers statements in the system regarding giving or seeking advice that only Advisors regulated to give advice on pensions, investments, savings etc can give

- Do you advise from a panel of lenders – this will automatically tick the box in your IDD if you click it to declare that you work fro a panel

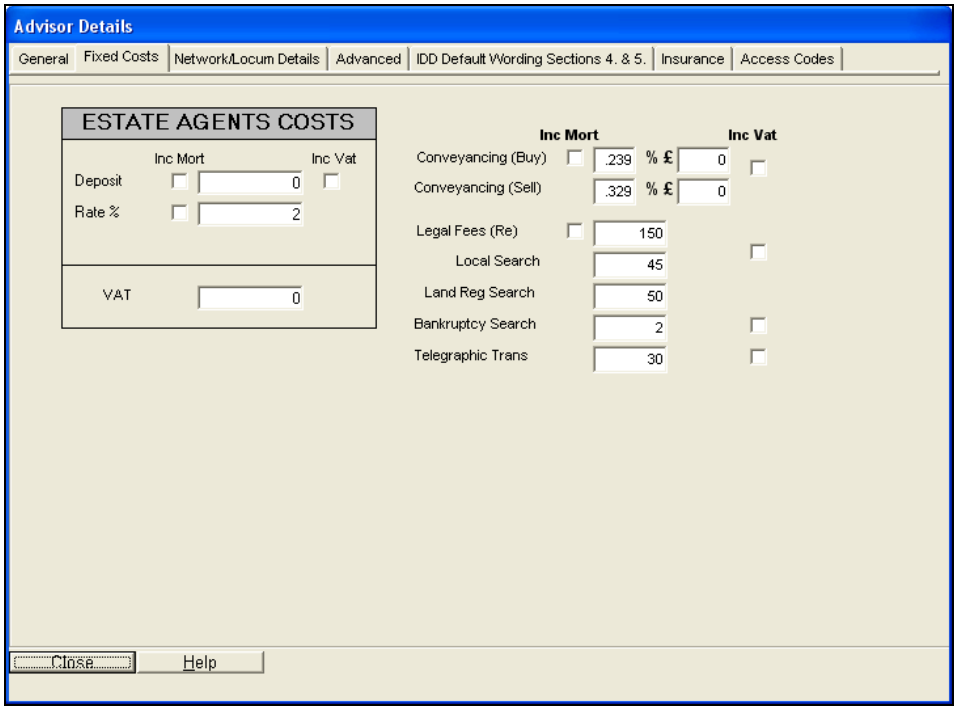
- Do you recommend mortgages – again if you click this it will tick the statement in the IDD to say you do. If you leave it unclicked then the assumption is that you do not give advice

- Are you paid commission from the lender – if this is unticked, statements will be made saying you do not get paid by the lender

- Are you an Independent Advisor – If you are then click this (you may wish to check the FSA's definition of "independent" before doing so and if you are in a network, whether they agree

- Header Logo location – if you would like your logo to go on to the documents then click the Browse button (the one with the dots on it) and find where the graphic is on your computer

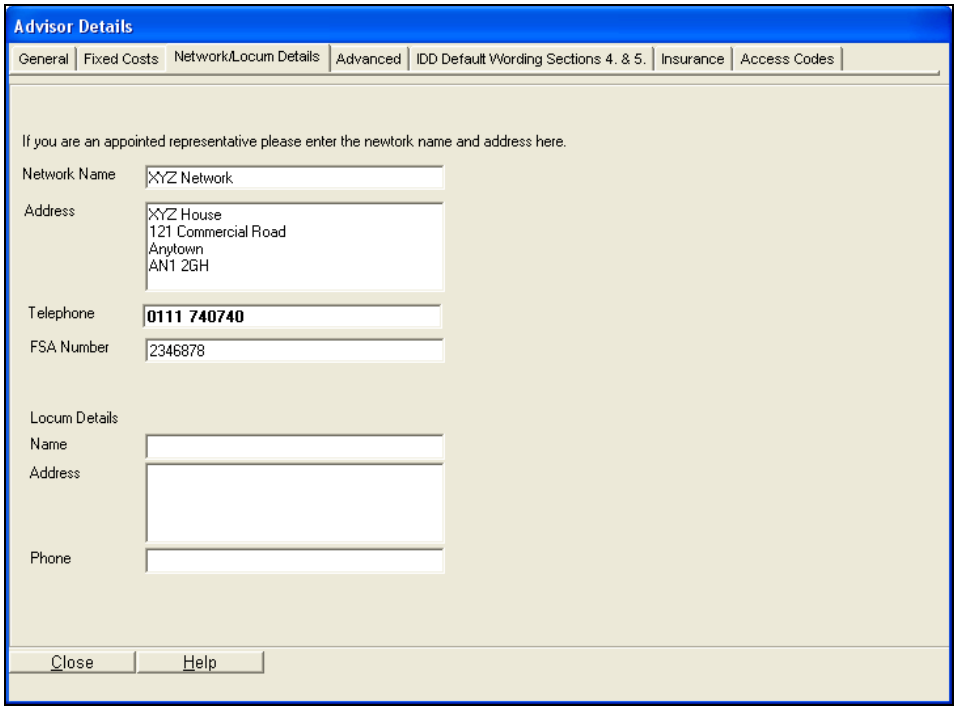
1.2 Fixed Costs



The costs entered here will be used to calculate the various estimated costs that need to go into the KFI and Cost Explanation documents.

- Estate Agents Costs – usually only need to put in a percentage that an Estate Agent would typically charge to sell a property
- Conveyancing (Buy and Sell) – you can enter this as a percentage of the price of the property or a fixed amount. The system will work out that if the customer is a first time buyer then only the Buy figure would be used
- Legal Fees (Re) – this is for a typical cost for remortgaging
- Local Search – this is used to provide a figure for this
- Land Reg Search - this is used to provide a figure for this
- Bankruptcy Search - this is used to provide a figure for this
- Telegraphic Transfer - this is used to provide a figure for this if the lender does not provide one in the mortgage data

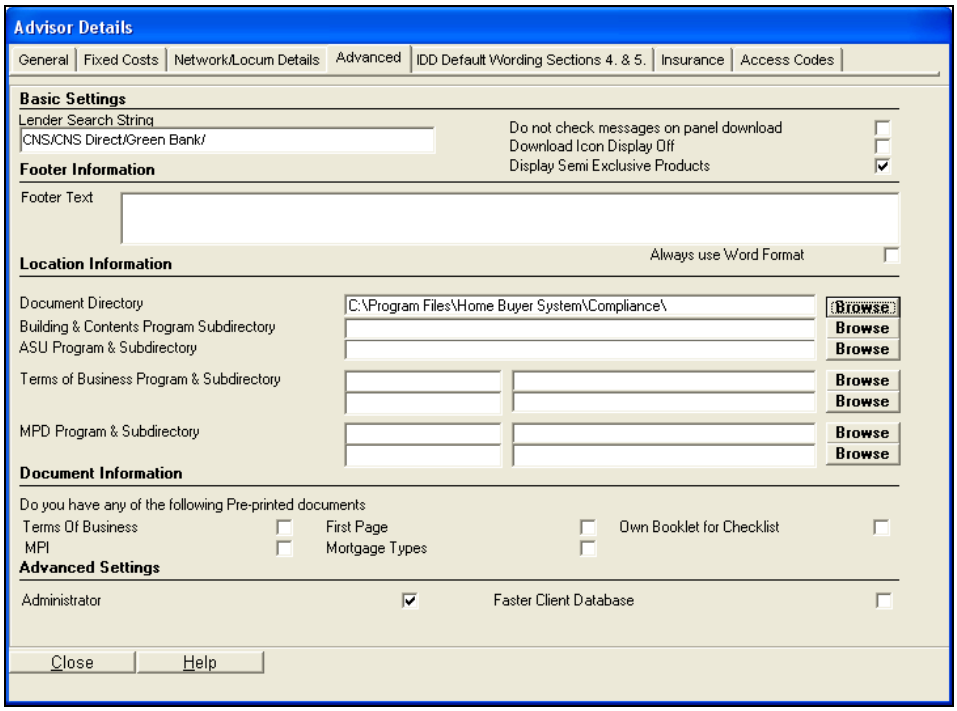
1.3 Network/Locum Details



If you are a member of a network enter the details here. This is very important as it carries the Network's FSA number, which must appear in various places in the documentation.

The FSA also require that you have a locum and you should record the details here as well.

1.4 Advanced



The majority of this screen is used by exception as the title suggests. Should you need to use them then it will usually be with our help. The sections are:

- Basic Settings – If you are in a network or larger company the Lender Search String ids the set up for the panel of lenders that are used

- Footer Information – this allows test to be added to the footer of the documents you produce in the system

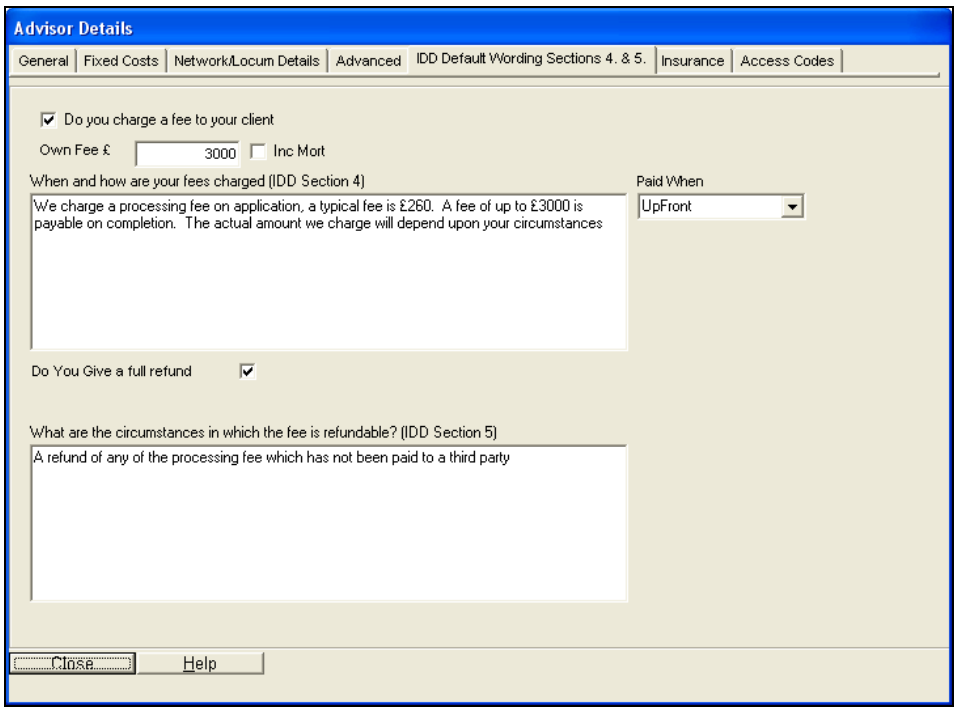
- Location Information – This links the Home Buyer Program to various things notably the Document Directory is where you would put the "address" for where you want any Word documents that you produce to be stored

- Document Information – If you are going to use pre-printed documents rather than printing from the system every time you tick the document here. When you get to the document in the system instead of printing it will remind you that you have your own document and have you given it to them. If you click Yes then you will get your tick

- Advanced Settings – If you are on a network and want to see all the customer of all the sales people you click this.

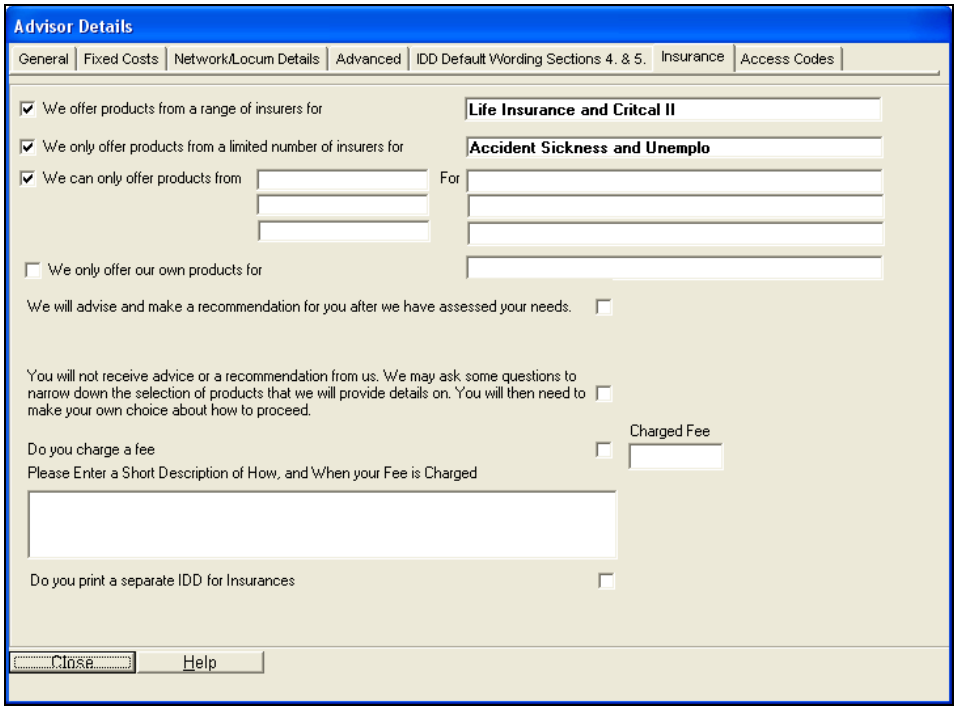
  If you are finding that the database is loading slowly then you can click Faster Client Database

1.5 IDD Default Wording Sections 4 & 5


Advisor Details
General
Fixed Costs
Network/Locum Details
Advanced
IDD Default Wording Sections 4. & 5.
Insurance
Access Codes
Do you charge a fee to your client
Own Fee £
3000
Inc Mort
When and how are your fees charged (IDD Section 4)
We charge a processing fee on application, a typical fee is £260. A fee of up to £3000 is payable on completion. The actual amount we charge will depend upon your circumstances
Paid When
UpFront
Do You Give a full refund
What are the circumstances in which the fee is refundable? (IDD Section 5)
A refund of any of the processing fee which has not been paid to a third party
Close
Help

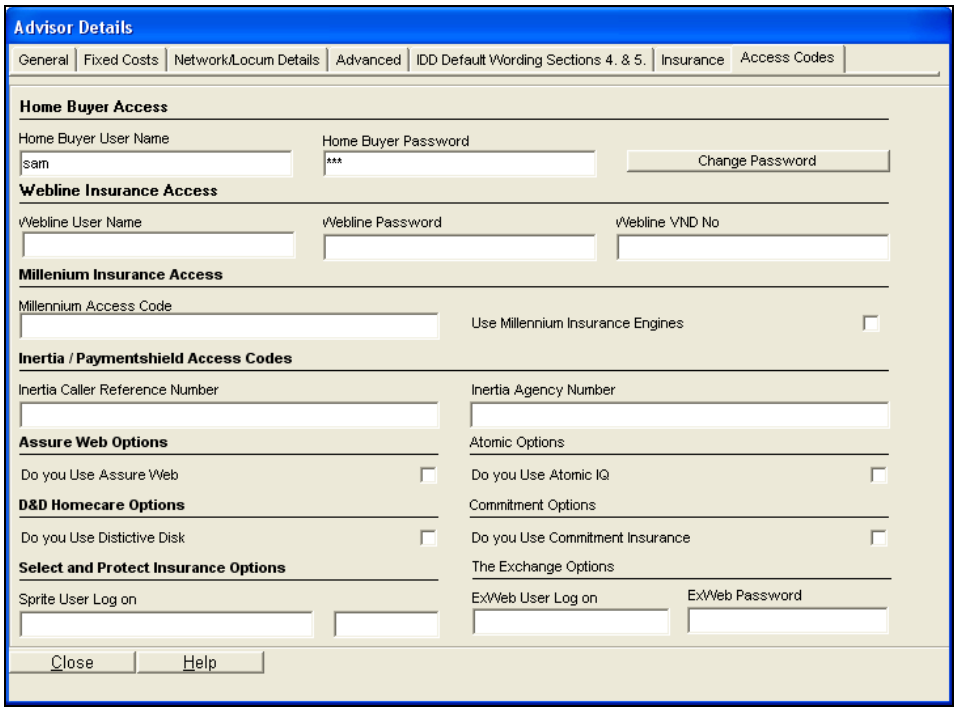
To save typing the same details each time you produce an IDD you can set up the defaults area so that when you are in the IDD section of the system you can click "Load Defaults Settings" and the details will automatically be pulled through.

1.6 Insurance


Advisor Details
General
Fixed Costs
Network/Locum Details
Advanced
IDD Default Wording Sections 4. & 5.
Insurance
Access Codes
We offer products from a range of insurers for
Life Insurance and Critcal Il
We only offer products from a limited number of insurers for
Accident Sickness and Unemplo
We can only offer products from
For
We only offer our own products for
We will advise and make a recommendation for you after we have assessed your needs.
You will not receive advice or a recommendation from us. We may ask some questions to narrow down the selection of products that we will provide details on. You will then need to make your own choice about how to proceed.
Do you charge a fee
Charged Fee
Please Enter a Short Description of How, and When your Fee is Charged
Do you print a separate IDD for Insurances
Close
Help

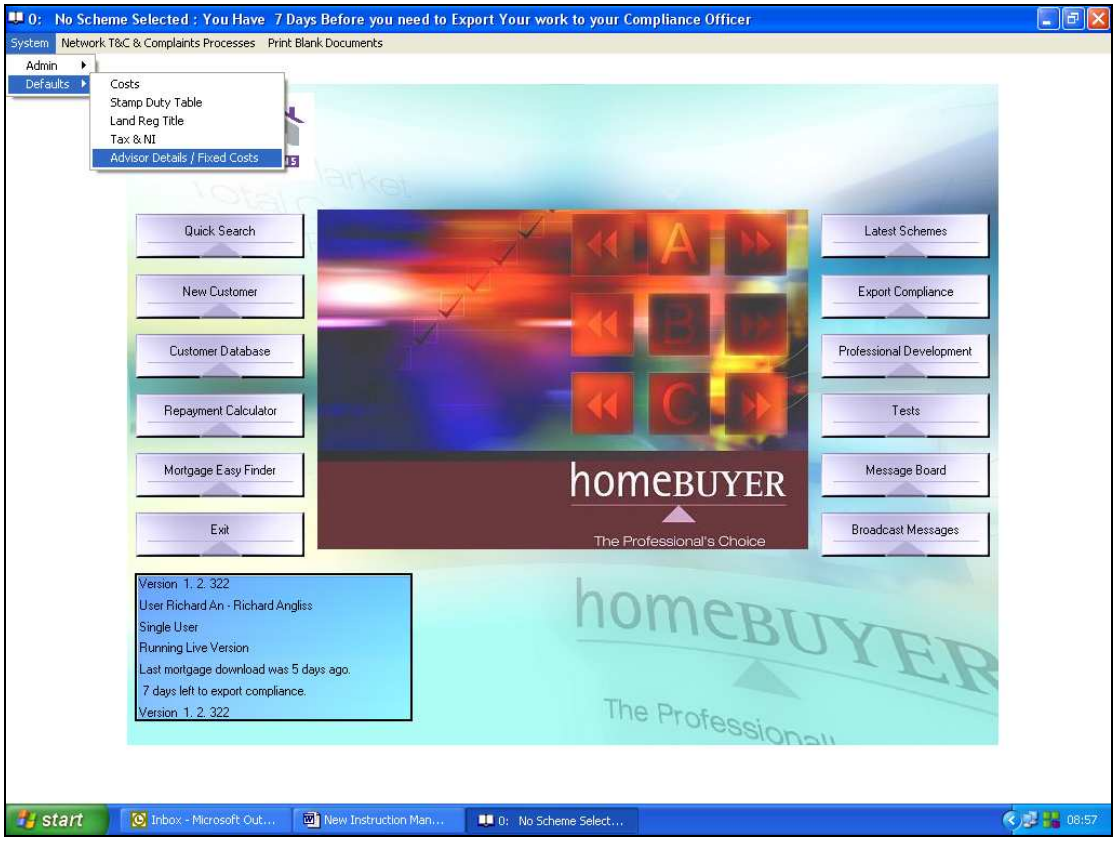
This allows you to enter the details for the Insurance section of the IDD so that it will pre-populate this for you when producing your IDD.

1.7 Access Codes



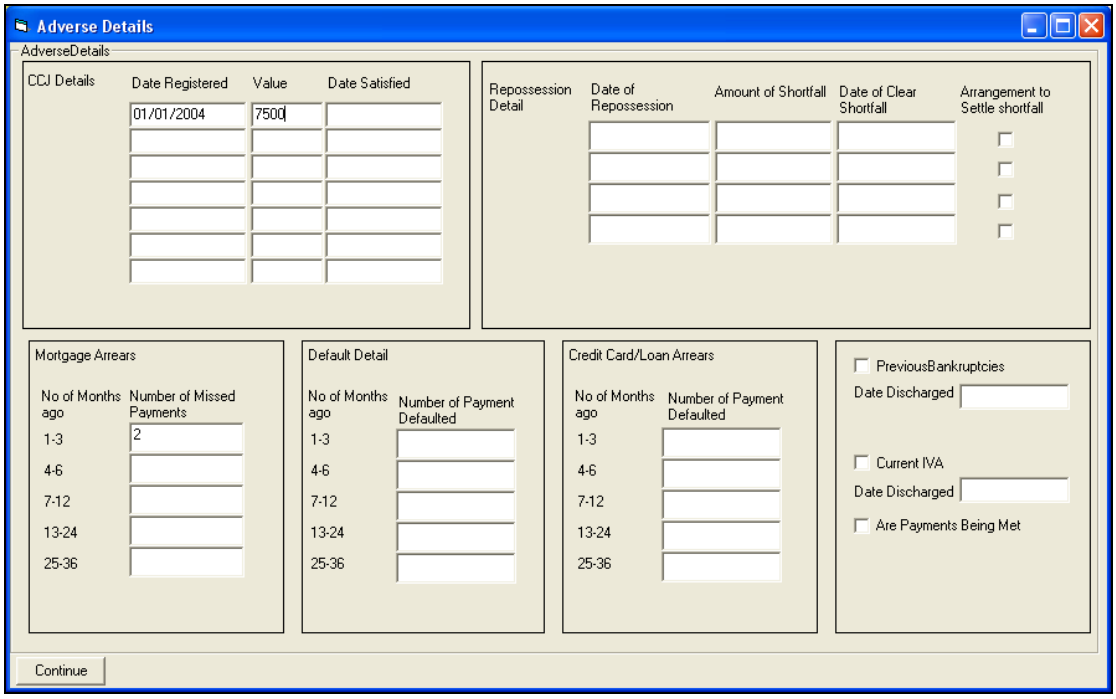
To link your system to the various Insurance sourcing systems you need to enter your codes for them in here.

If you need to come back into this area, after initially setting it up, click on System at the top of the screen, then click Defaults, then Advisor Details/Fixed Costs.



2 Adverse Credit

If your customer has adverse credit you can click the Adverse Details button and the following screen will allow you to enter the details:



Having clicked the Adverse Details button you will get the screen shown above. The customer's adverse history can then be entered.

2.1 CCJ Details

The first column allows for the dates that each CCJ was registered. The second column is for the value of the CCJ. The third column allows you to enter the date it was satisfied, if it has been.

2.2 Repossession Details

You put the date of the Repossession in the first column. If there is a shortfall then you put that in the next column. If the shortfall has been cleared then you can put the date in the next column.

Alternatively, if there has been an arrangement to settle the shortfall, then click the box provided.

2.3 Arrears Details

The Number of Arrears column lets you record the number of arrears in the time periods given. For instance, in the example above the customer has 2 arrears in the last 3 months.

2.4 Defaults Details and Credit Card/Loan Arrears

This works in exactly the same way as the Arrears.

2.5 Bankruptcies

If they have been bankrupt you can click the button and if they have been discharged you can enter the date

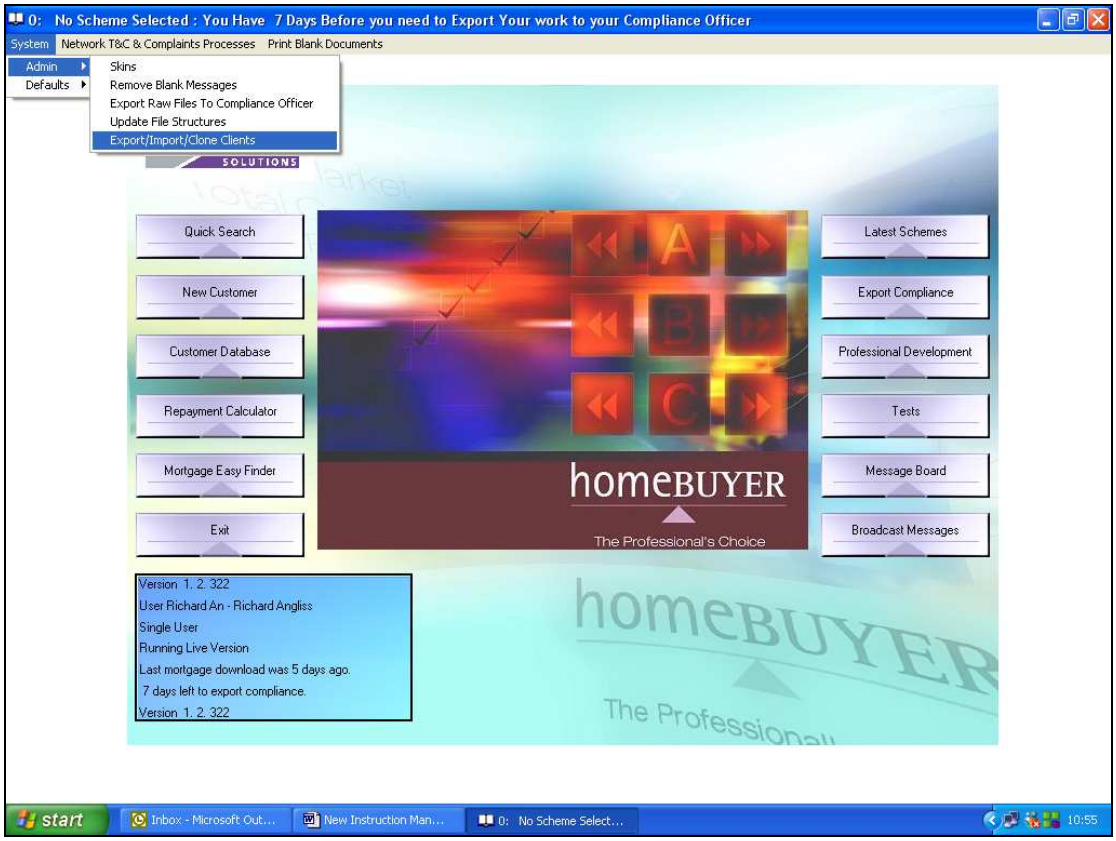
2.6 IVA's

The same principle applies to IVA's as Bankruptcies with the exception of "Are Payments Being Met" which you would click if they are.

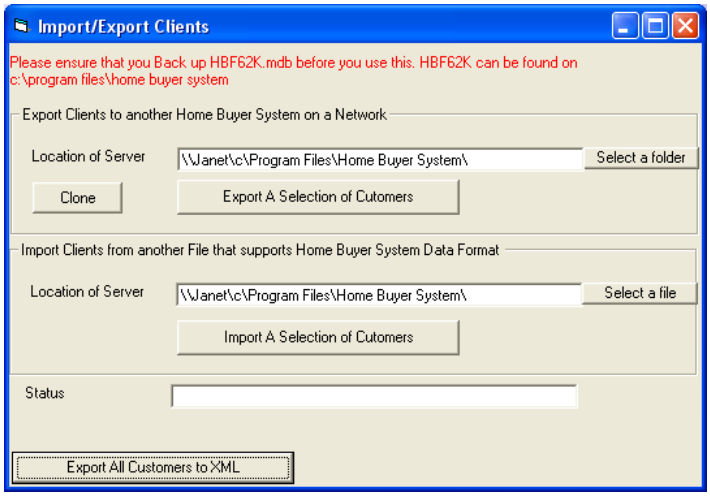
Click the Continue button to carry on.

3. Cloning Customers

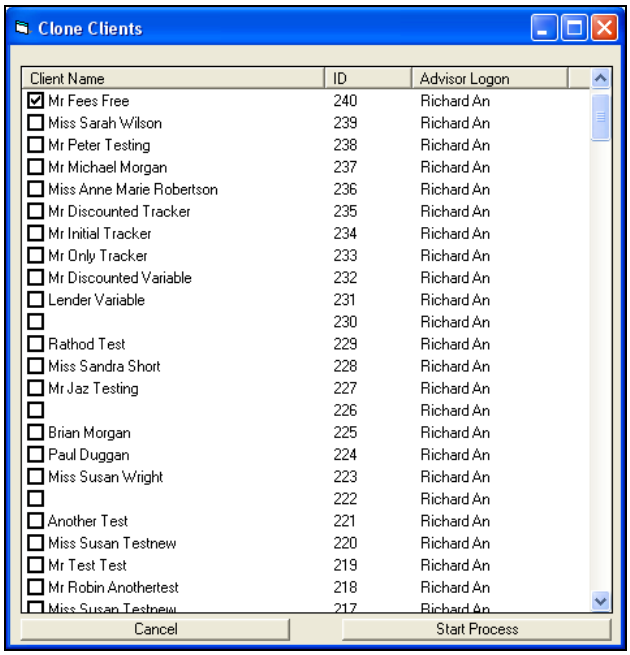
The system has the facility to Clone customers. This saves you re-entering the Factfind details. It is especially useful for Buy To Let cases and when you are doing a further mortgage for an existing customer.



To get to the area where you can do the Cloning, click on System at the top of your screen and then click on Admin. From that menu click on Export/Import/Clone Clients

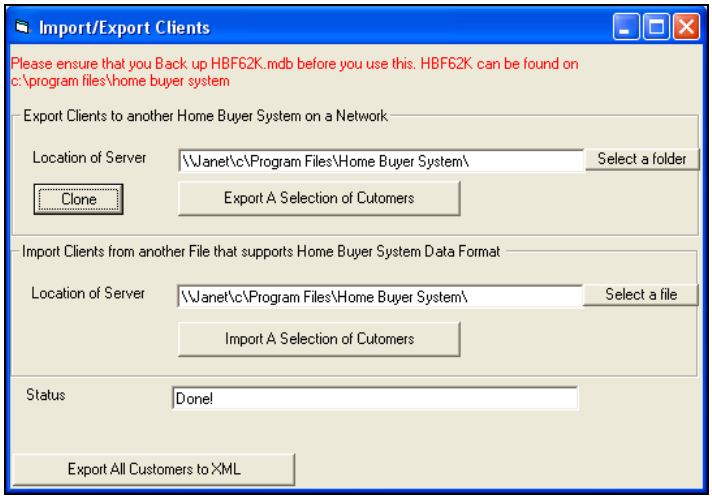

Import/Export Clients
Please ensure that you Back up HBF62K.mdb before you use this. HBF62K can be found on c:\program files\home buyer system
Export Clients to another Home Buyer System on a Network
Location of Server
\\Janet\c\Program Files\Home Buyer System\
Select a folder
Clone
Export A Selection of Cutomers
Import Clients from another File that supports Home Buyer System Data Format
Location of Server
\\Janet\c\Program Files\Home Buyer System\
Select a file
Import A Selection of Cutomers
Status
Export All Customers to XML

Next click on the Clone button and you will get the following screen:

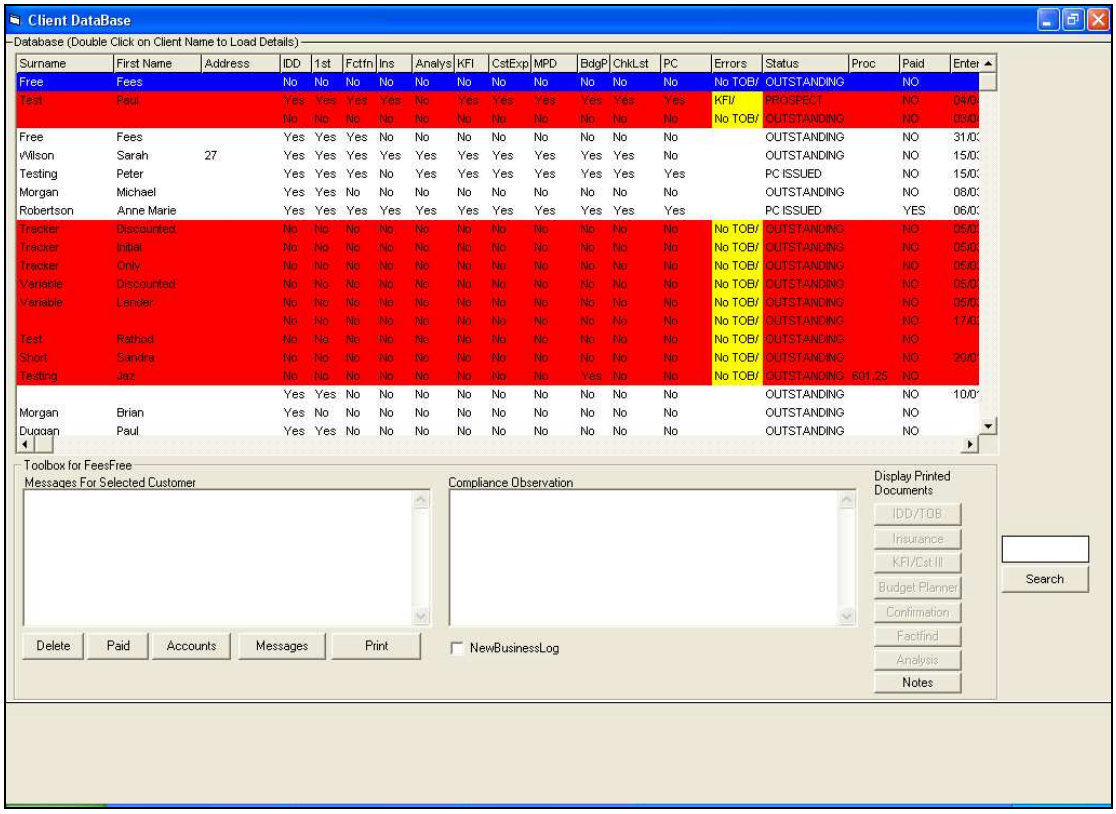

Clone Clients
Client Name
ID
Advisor Logon
Mr Fees Free 240 Richard An
Miss Sarah Wilson 239 Richard An
Mr Peter Testing 238 Richard An
Mr Michael Morgan 237 Richard An
Miss Anne Marie Robertson 236 Richard An
Mr Discounted Tracker 235 Richard An
Mr Initial Tracker 234 Richard An
Mr Only Tracker 233 Richard An
Mr Discounted Variable 232 Richard An
Lender Variable 231 Richard An
230 Richard An
Rathod Test 229 Richard An
Miss Sandra Short 228 Richard An
Mr Jaz Testing 227 Richard An
226 Richard An
Brian Morgan 225 Richard An
Paul Duggan 224 Richard An
Miss Susan Wright 223 Richard An
222 Richard An
Another Test 221 Richard An
Miss Susan Testnew 220 Richard An
Mr Test Test 219 Richard An
Mr Robin Anothertest 218 Richard An
Cancel
Start Process

Click the box next to the customer you wish to Clone and then click the Start Process button.

You will be returned to the initial screen and you will see that the word “Done” will appear in the Status box.

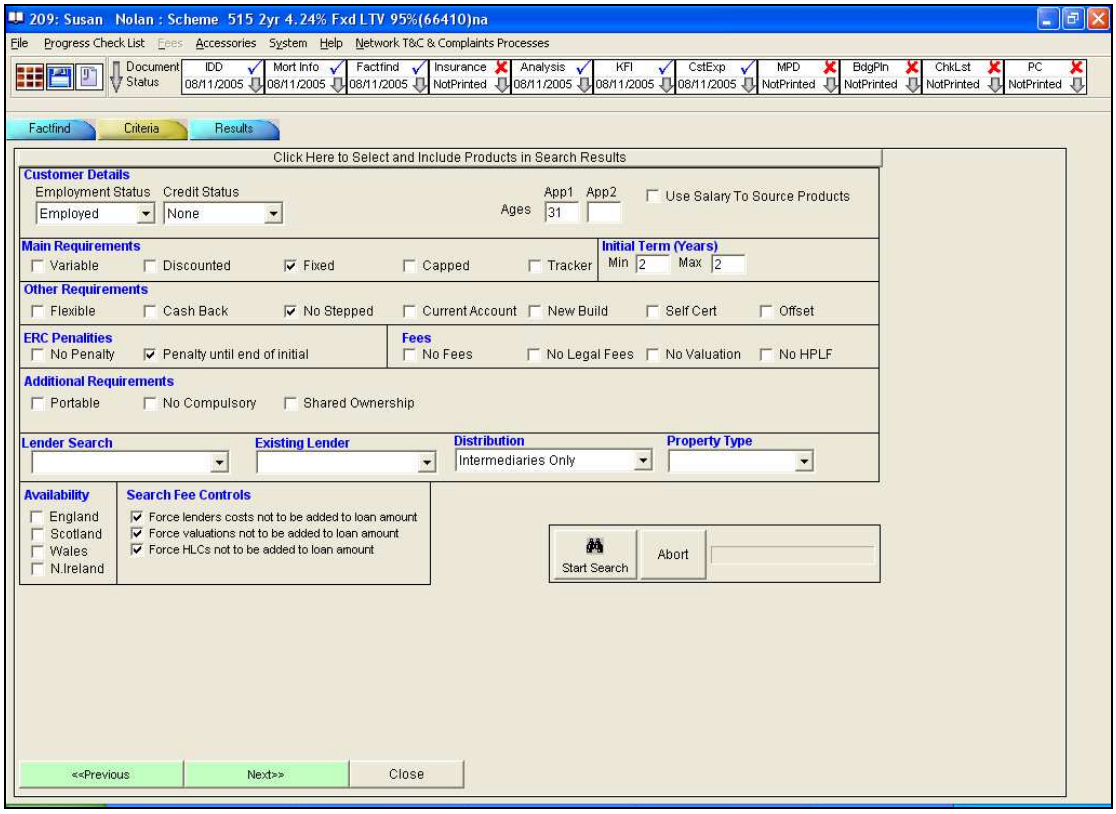

Import/Export Clients
Please ensure that you Back up HBF62K.mdb before you use this. HBF62K can be found on c:\program files\home buyer system
Export Clients to another Home Buyer System on a Network
Location of Server
\\Janet\c\Program Files\Home Buyer System\
Select a folder
Clone
Export A Selection of Cutomers
Import Clients from another File that supports Home Buyer System Data Format
Location of Server
\\Janet\c\Program Files\Home Buyer System\
Select a file
Import A Selection of Cutomers
Status
Done!
Export All Customers to XML

If you close this screen by clicking the cross in the top right hand corner and then go into the customer database, you will see that you have duplicated the record. You can now use this new record.


Client DataBase
Database (Double Click on Client Name to Load Details)
Surname
First Name
Address
IDD
1st
Fctfn
Ins
Analys
KFI
CstExp
MPD
BdgP
ChkLst
PC
Errors
Status
Proc
Paid
Free Fees No No No No No No No No No No No No No TOB/ OUTSTANDING NO
Test Paul Yes Yes Yes Yes No Yes Yes Yes Yes Yes Yes KFI/ PROSPECT NO
No No No No No No No No No No No No No TOB/ OUTSTANDING NO
Free Fees Yes Yes Yes No No No No No No No No OUTSTANDING NO
Wilson Sarah 27 Yes Yes Yes Yes Yes Yes Yes Yes Yes Yes No OUTSTANDING NO
Testing Peter Yes Yes Yes No Yes Yes Yes Yes Yes Yes Yes PC ISSUED NO
Morgan Michael Yes Yes No No No No No No No No No OUTSTANDING NO
Robertson Anne Marie Yes Yes Yes Yes Yes Yes Yes Yes Yes Yes Yes PC ISSUED YES
Tracker Discounted No No No No No No No No No No No No TOB/ OUTSTANDING NO
Tracker Initial No No No No No No No No No No No No TOB/ OUTSTANDING NO
Tracker Only No No No No No No No No No No No No TOB/ OUTSTANDING NO
Variable Discounted No No No No No No No No No No No No TOB/ OUTSTANDING NO
Variable Lender No No No No No No No No No No No No TOB/ OUTSTANDING NO
No No No No No No No No No No No No TOB/ OUTSTANDING NO
Test Rathod No No No No No No No No No No No No TOB/ OUTSTANDING NO
Short Sandra No No No No No No No No No No No No TOB/ OUTSTANDING NO
Testing Jaz No No No No No No No No Yes No No No TOB/ OUTSTANDING 601.25 NO
Yes Yes No No No No No No No No No OUTSTANDING NO
Morgan Brian Yes No No No No No No No No No No OUTSTANDING NO
Duggan Paul Yes Yes No No No No No No No No No OUTSTANDING NO
Toolbox for FeesFree
Messages For Selected Customer
Compliance Observation
Display Printed Documents
IDD/TOB
Insurance
KFI/Cat III
Budget Planner
Confirmation
Factfind
Analysis
Notes
Search
Delete
Paid
Accounts
Messages
Print
NewBusinessLog

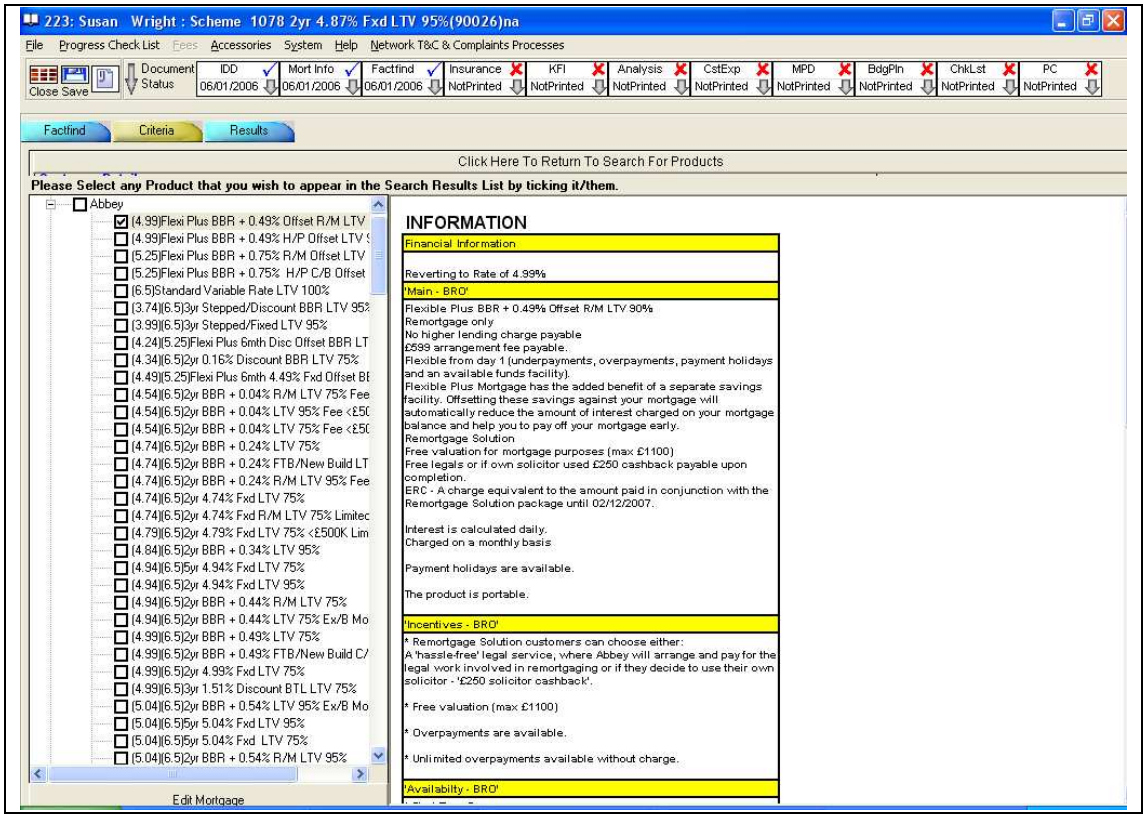
4. Product Missing From Search

There may be occasions when a product is missing from a search. Perhaps it is slightly over its LTV but after you have spoken to the lender they are happy to accept it. Obviously you need to get this product into your proof of research.



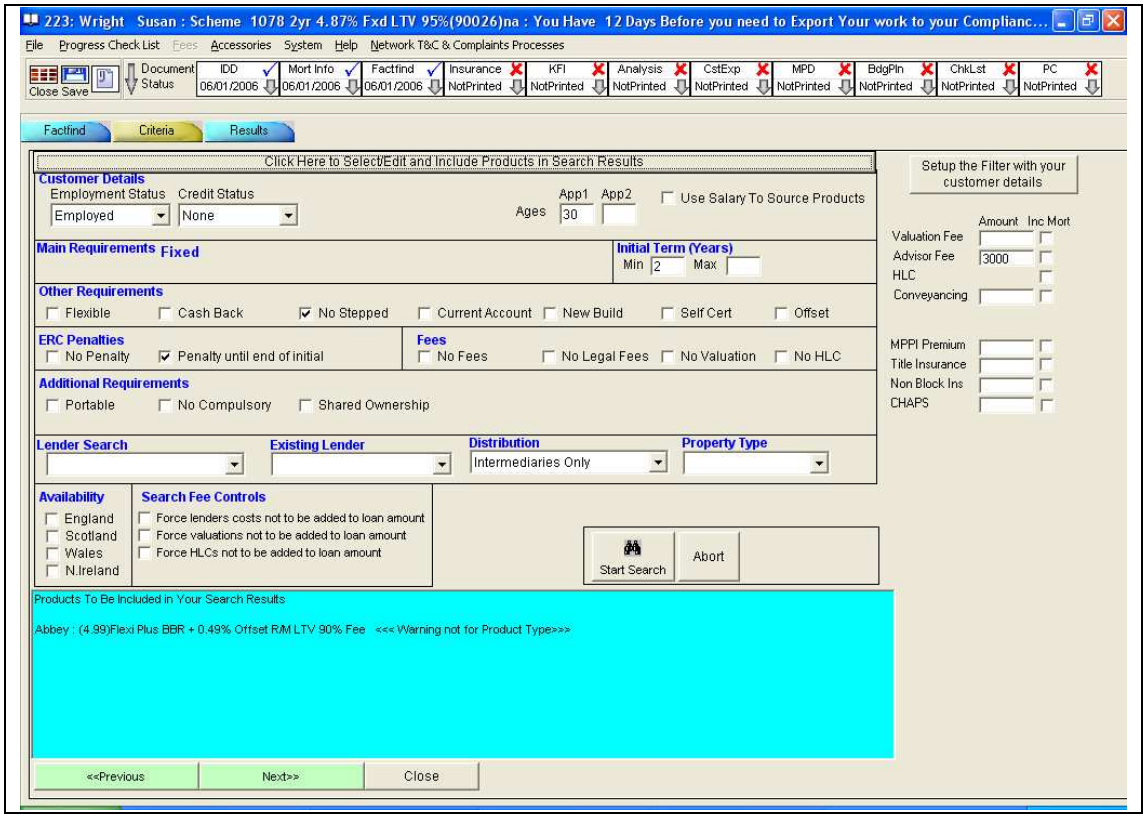
To do this you go back to the Criteria screen and click the “Click Here to Select and Include Products in Search Results”

Then double click on the word “Lenders” then on the lender you want. This will bring up the product range for the lender. All you need to do is click the box next to the product you want to include in the research, so that a tick appears in the box. You can do this for a single product or several products just find and click on the box next to it to include it.

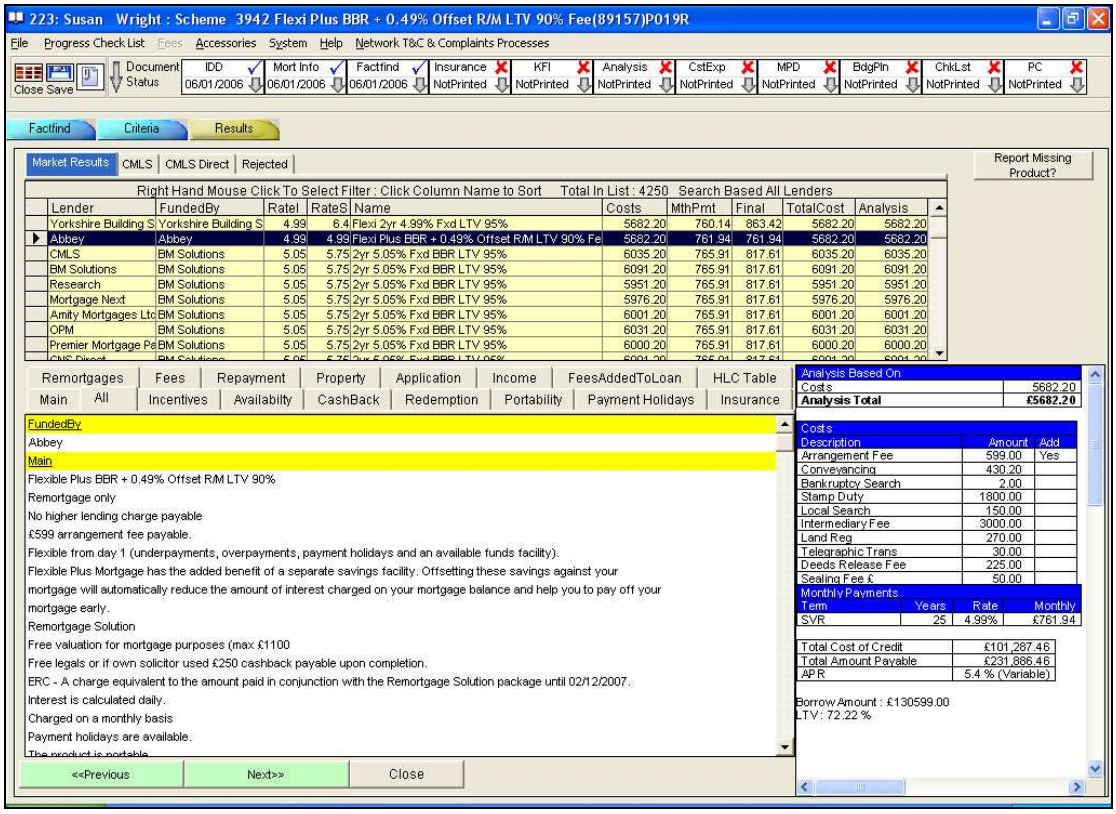

223: Susan Wright : Scheme 1078 2yr 4.87% Fxd LTV 95%(90026)na
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes
Close Save
Document Status
IDD 06/01/2006
Mort Info 06/01/2006
Factfind 06/01/2006
Insurance NotPrinted
KFI NotPrinted
Analysis NotPrinted
CstExp NotPrinted
MPD NotPrinted
BdgPln NotPrinted
ChkLst NotPrinted
PC NotPrinted
Factfind
Criteria
Results
Click Here To Return To Search For Products
Please Select any Product that you wish to appear in the Search Results List by ticking it/them.
Abbey
(4.99)Flexi Plus BBR + 0.49% Offset R/M LTV
(4.99)Flexi Plus BBR + 0.49% H/P Offset LTV
(5.25)Flexi Plus BBR + 0.75% R/M Offset LTV
(5.25)Flexi Plus BBR + 0.75% H/P C/B Offset
(6.5)Standard Variable Rate LTV 100%
(3.74)(6.5)3yr Stepped/Discount BBR LTV 95%
(3.99)(6.5)3yr Stepped/Fixed LTV 95%
(4.24)(5.25)Flexi Plus 6mth Disc Offset BBR LT
(4.34)(6.5)2yr 0.16% Discount BBR LTV 75%
(4.49)(5.25)Flexi Plus 6mth 4.49% Fxd Offset BB
(4.54)(6.5)2yr BBR + 0.04% R/M LTV 75% Fee
(4.54)(6.5)2yr BBR + 0.04% LTV 95% Fee <£5
(4.54)(6.5)2yr BBR + 0.04% LTV 75% Fee <£5
(4.74)(6.5)2yr BBR + 0.24% LTV 75%
(4.74)(6.5)2yr BBR + 0.24% FTB/New Build LT
(4.74)(6.5)2yr BBR + 0.24% R/M LTV 95% Fee
(4.74)(6.5)2yr 4.74% Fxd LTV 75%
(4.74)(6.5)2yr 4.74% Fxd R/M LTV 75% Limitec
(4.79)(6.5)2yr 4.79% Fxd LTV 75% <£500K Lim
(4.84)(6.5)2yr BBR + 0.34% LTV 95%
(4.94)(6.5)5yr 4.94% Fxd LTV 75%
(4.94)(6.5)2yr 4.94% Fxd LTV 95%
(4.94)(6.5)2yr BBR + 0.44% R/M LTV 75%
(4.94)(6.5)2yr BBR + 0.44% LTV 75% Ex/B Mo
(4.99)(6.5)2yr BBR + 0.49% LTV 75%
(4.99)(6.5)2yr BBR + 0.49% FTB/New Build C/
(4.99)(6.5)2yr 4.99% Fxd LTV 75%
(4.99)(6.5)3yr 1.51% Discount BTL LTV 75%
(5.04)(6.5)2yr BBR + 0.54% LTV 95% Ex/B Mo
(5.04)(6.5)5yr 5.04% Fxd LTV 95%
(5.04)(6.5)5yr 5.04% Fxd LTV 75%
(5.04)(6.5)2yr BBR + 0.54% R/M LTV 95%
Edit Mortgage
INFORMATION
Financial Information
Reverting to Rate of 4.99%
'Main - BRO'
Flexible Plus BBR + 0.49% Offset R/M LTV 90%
Remortgage only
No higher lending charge payable
£599 arrangement fee payable.
Flexible from day 1 (underpayments, overpayments, payment holidays and an available funds facility).
Flexible Plus Mortgage has the added benefit of a separate savings facility. Offsetting these savings against your mortgage will automatically reduce the amount of interest charged on your mortgage balance and help you to pay off your mortgage early.
Remortgage Solution
Free valuation for mortgage purposes (max £1100)
Free legals or if own solicitor used £250 cashback payable upon completion.
ERC - A charge equivalent to the amount paid in conjunction with the Remortgage Solution package until 02/12/2007.
Interest is calculated daily.
Charged on a monthly basis
Payment holidays are available.
The product is portable.
'Incentives - BRO'
* Remortgage Solution customers can choose either:
A 'hassle-free' legal service, where Abbey will arrange and pay for the legal work involved in remortgaging or if they decide to use their own solicitor - '£250 solicitor cashback'.
* Free valuation (max £1100)
* Overpayments are available.
* Unlimited overpayments available without charge.
'Availability - BRO'

Then click on the button at the top of the screen marked “Click Here to Return To Search For Products”.

You will now see that the product/s that you have selected show at the bottom of the screen.

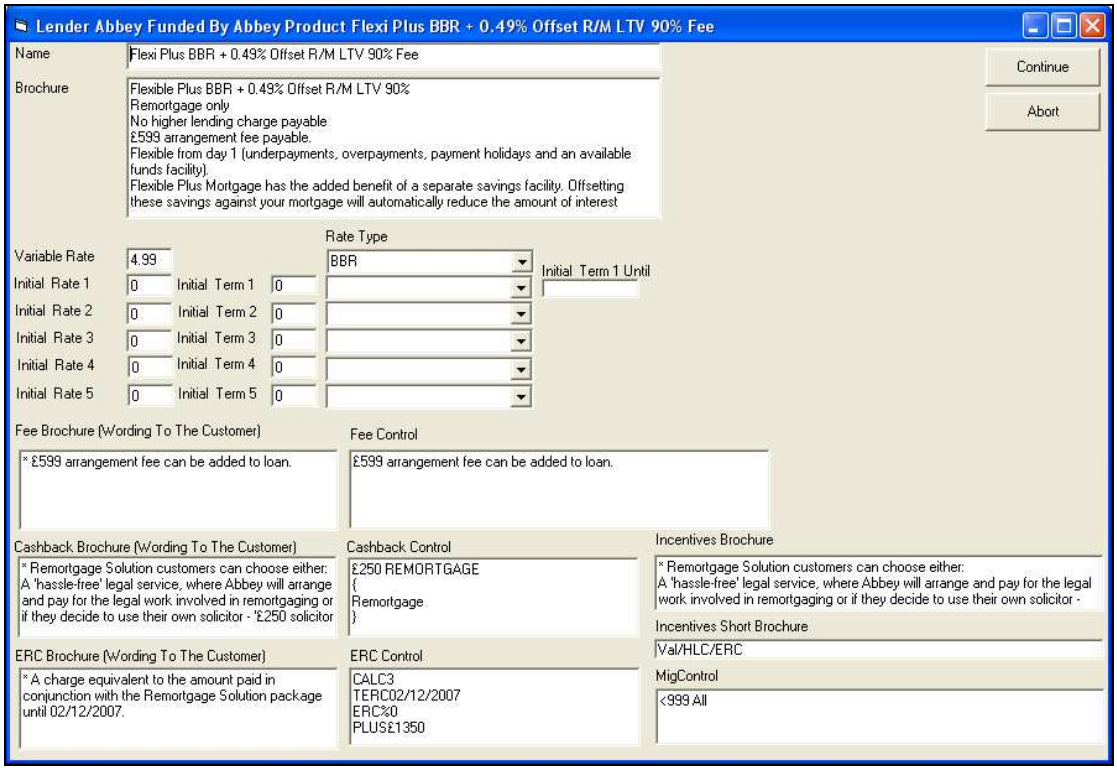

223: Wright Susan : Scheme 1078 2yr 4.87% Fxd LTV 95%(90026)na : You Have 12 Days Before you need to Export Your work to your Complianc...
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes
Close Save
Document Status
IDD 06/01/2006
Mort Info 06/01/2006
Factfind 06/01/2006
Insurance NotPrinted
KFI NotPrinted
Analysis NotPrinted
CstExp NotPrinted
MPD NotPrinted
BdgPln NotPrinted
ChkLst NotPrinted
PC NotPrinted
Factfind
Criteria
Results
Click Here to Select/Edit and Include Products in Search Results
Setup the Filter with your customer details
Customer Details
Employment Status Employed
Credit Status None
Ages App1 30 App2
Use Salary To Source Products
Main Requirements Fixed
Initial Term (Years) Min 2 Max
Other Requirements
Flexible Cash Back No Stepped Current Account New Build Self Cert Offset
ERC Penalties
No Penalty Penalty until end of initial
Fees
No Fees No Legal Fees No Valuation No HLC
Additional Requirements
Portable No Compulsory Shared Ownership
Lender Search
Existing Lender
Distribution Intermediaries Only
Property Type
Availability
England Scotland Wales N.Ireland
Search Fee Controls
Force lenders costs not to be added to loan amount
Force valuations not to be added to loan amount
Force HLCs not to be added to loan amount
Start Search
Abort
Amount Inc Mort
Valuation Fee
Advisor Fee 3000
HLC
Conveyancing
MPPI Premium
Title Insurance
Non Block Ins
CHAPS
Products To Be Included in Your Search Results
Abbey : (4.99)Flexi Plus BBR + 0.49% Offset R/M LTV 90% Fee <<< Warning not for Product Type>>>
<<Previous
Next>>
Close

You then click the “Next” button to do a search. You will now find the product/s you selected are in the research.

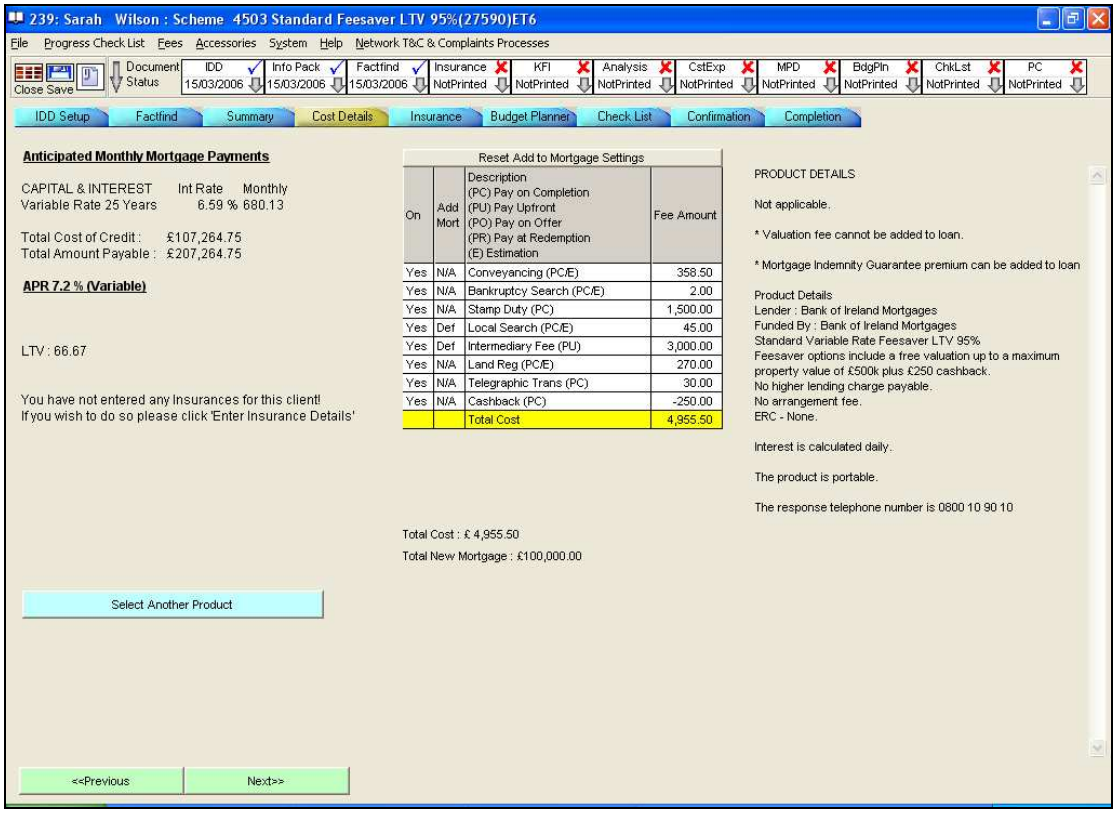

223: Susan Wright : Scheme 3942 Flexi Plus BBR + 0.49% Offset R/M LTV 90% Fee(89157)P019R
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes
Close Save
Document Status
IDD 06/01/2006
Mort Info 06/01/2006
Factfind 06/01/2006
Insurance NotPrinted
KFI NotPrinted
Analysis NotPrinted
CstExp NotPrinted
MPD NotPrinted
BdgPln NotPrinted
ChkLst NotPrinted
PC NotPrinted
Factfind
Criteria
Results
Market Results
CMLS
CMLS Direct
Rejected
Report Missing Product?
Right Hand Mouse Click To Select Filter : Click Column Name to Sort Total In List : 4250 Search Based All Lenders
Lender | FundedBy | RateI | RateS | Name | Costs | MthPmt | Final | TotalCost | Analysis
Yorkshire Building S | Yorkshire Building S | 4.99 | 6.4 | Flexi 2yr 4.99% Fxd LTV 95% | 5682.20 | 760.14 | 863.42 | 5682.20 | 5682.20
Abbey | Abbey | 4.99 | 4.99 | Flexi Plus BBR + 0.49% Offset R/M LTV 90% Fe | 5682.20 | 761.94 | 761.94 | 5682.20 | 5682.20
CMLS | BM Solutions | 5.05 | 5.75 | 2yr 5.05% Fxd BBR LTV 95% | 6035.20 | 765.91 | 817.61 | 6035.20 | 6035.20
BM Solutions | BM Solutions | 5.05 | 5.75 | 2yr 5.05% Fxd BBR LTV 95% | 6091.20 | 765.91 | 817.61 | 6091.20 | 6091.20
Research | BM Solutions | 5.05 | 5.75 | 2yr 5.05% Fxd BBR LTV 95% | 5951.20 | 765.91 | 817.61 | 5951.20 | 5951.20
Mortgage Next | BM Solutions | 5.05 | 5.75 | 2yr 5.05% Fxd BBR LTV 95% | 5976.20 | 765.91 | 817.61 | 5976.20 | 5976.20
Amity Mortgages Ltd | BM Solutions | 5.05 | 5.75 | 2yr 5.05% Fxd BBR LTV 95% | 6001.20 | 765.91 | 817.61 | 6001.20 | 6001.20
OPM | BM Solutions | 5.05 | 5.75 | 2yr 5.05% Fxd BBR LTV 95% | 6031.20 | 765.91 | 817.61 | 6031.20 | 6031.20
Premier Mortgage Pa | BM Solutions | 5.05 | 5.75 | 2yr 5.05% Fxd BBR LTV 95% | 6000.20 | 765.91 | 817.61 | 6000.20 | 6000.20
Remortgages Fees Repayment Property Application Income FeesAddedToLoan HLC Table
Main All Incentives Availability CashBack Redemption Portability Payment Holidays Insurance
FundedBy
Abbey
Main
Flexible Plus BBR + 0.49% Offset R/M LTV 90%
Remortgage only
No higher lending charge payable
£599 arrangement fee payable.
Flexible from day 1 (underpayments, overpayments, payment holidays and an available funds facility).
Flexible Plus Mortgage has the added benefit of a separate savings facility. Offsetting these savings against your mortgage will automatically reduce the amount of interest charged on your mortgage balance and help you to pay off your mortgage early.
Remortgage Solution
Free valuation for mortgage purposes (max £1100
Free legals or if own solicitor used £250 cashback payable upon completion.
ERC - A charge equivalent to the amount paid in conjunction with the Remortgage Solution package until 02/12/2007.
Interest is calculated daily.
Charged on a monthly basis
Payment holidays are available.
Analysis Based On
Costs 5682.20
Analysis Total £5682.20
Costs
Description | Amount | Add
Arrangement Fee 599.00 Yes
Conveyancing 430.20
Bankruptcy Search 2.00
Stamp Duty 1800.00
Local Search 150.00
Intermediary Fee 3000.00
Land Reg 270.00
Telegraphic Trans 30.00
Deeds Release Fee 225.00
Sealing Fee £ 50.00
Monthly Payments
Term | Years | Rate | Monthly
SVR 25 4.99% £761.94
Total Cost of Credit £101,287.46
Total Amount Payable £231,886.46
APR 5.4 % (Variable)
Borrow Amount : £130599.00
LTV : 72.22 %
<<Previous
Next>>
Close

If you need to make an amendment to the product you can click the “Edit Mortgage” button at the bottom of the screen that displays the products for that lender.

When you do that you will get the following screen that will allow you to edit the mortgage.

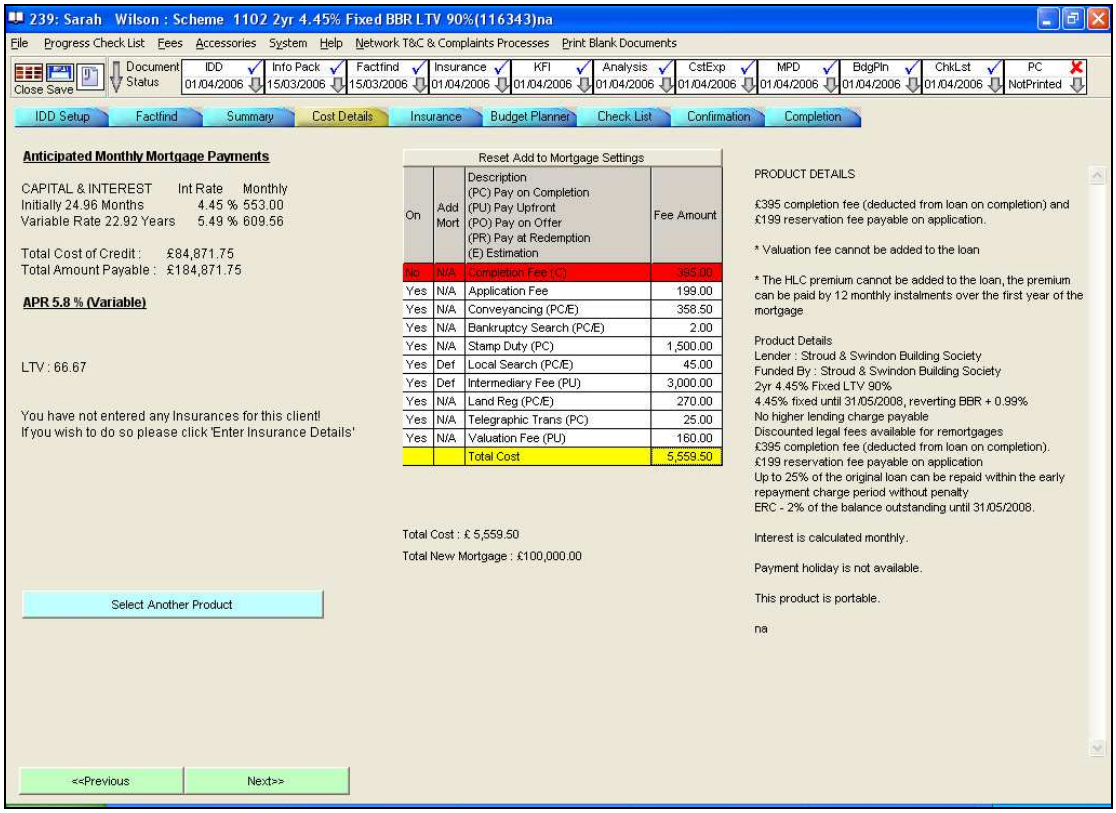

Lender Abbey Funded By Abbey Product Flexi Plus BBR + 0.49% Offset R/M LTV 90% Fee
Name
Flexi Plus BBR + 0.49% Offset R/M LTV 90% Fee
Continue
Abort
Brochure
Flexible Plus BBR + 0.49% Offset R/M LTV 90%
Remortgage only
No higher lending charge payable
£599 arrangement fee payable.
Flexible from day 1 (underpayments, overpayments, payment holidays and an available funds facility).
Flexible Plus Mortgage has the added benefit of a separate savings facility. Offsetting these savings against your mortgage will automatically reduce the amount of interest
Rate Type
Variable Rate
4.99
BBR
Initial Term 1 Until
Initial Rate 1
Initial Term 1
Initial Rate 2
Initial Term 2
Initial Rate 3
Initial Term 3
Initial Rate 4
Initial Term 4
Initial Rate 5
Initial Term 5
Fee Brochure (Wording To The Customer)
* £599 arrangement fee can be added to loan.
Fee Control
£599 arrangement fee can be added to loan.
Cashback Brochure (Wording To The Customer)
* Remortgage Solution customers can choose either:
A 'hassle-free' legal service, where Abbey will arrange and pay for the legal work involved in remortgaging or if they decide to use their own solicitor - '£250 solicitor
Cashback Control
£250 REMORTGAGE
(
Remortgage
)
Incentives Brochure
* Remortgage Solution customers can choose either:
A 'hassle-free' legal service, where Abbey will arrange and pay for the legal work involved in remortgaging or if they decide to use their own solicitor -
Incentives Short Brochure
Val/HLC/ERC
ERC Brochure (Wording To The Customer)
* A charge equivalent to the amount paid in conjunction with the Remortgage Solution package until 02/12/2007.
ERC Control
CALC3
TERC02/12/2007
ERC%0
PLUS£1350
MigControl
<999 All

5. Cost Details Screen Facilities


239: Sarah Wilson : Scheme 4503 Standard Feesaver LTV 95%(27590)ET6
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes
Close Save
Document Status
IDD 15/03/2006
Info Pack 15/03/2006
Factfind 15/03/2006
Insurance NotPrinted
KFI NotPrinted
Analysis NotPrinted
CstExp NotPrinted
MPD NotPrinted
BdgPln NotPrinted
ChkLst NotPrinted
PC NotPrinted
IDD Setup
Factfind
Summary
Cost Details
Insurance
Budget Planner
Check List
Confirmation
Completion
Anticipated Monthly Mortgage Payments
CAPITAL & INTEREST Int Rate Monthly
Variable Rate 25 Years 6.59 % 680.13
Total Cost of Credit : £107,264.75
Total Amount Payable : £207,264.75
APR 7.2 % (Variable)
LTV : 66.67
You have not entered any Insurances for this client!
If you wish to do so please click 'Enter Insurance Details'
Reset Add to Mortgage Settings
On
Add Mort
Description
(PC) Pay on Completion
(PU) Pay Upfront
(PO) Pay on Offer
(PR) Pay at Redemption
(E) Estimation
Fee Amount
Yes N/A Conveyancing (PC/E) 358.50
Yes N/A Bankruptcy Search (PC/E) 2.00
Yes N/A Stamp Duty (PC) 1,500.00
Yes Def Local Search (PC/E) 45.00
Yes Def Intermediary Fee (PU) 3,000.00
Yes N/A Land Reg (PC/E) 270.00
Yes N/A Telegraphic Trans (PC) 30.00
Yes N/A Cashback (PC) -250.00
Total Cost 4,955.50
Total Cost : £ 4,955.50
Total New Mortgage : £100,000.00
PRODUCT DETAILS
Not applicable.
* Valuation fee cannot be added to loan.
* Mortgage Indemnity Guarantee premium can be added to loan
Product Details
Lender : Bank of Ireland Mortgages
Funded By : Bank of Ireland Mortgages
Standard Variable Rate Feesaver LTV 95%
Feesaver options include a free valuation up to a maximum property value of £500k plus £250 cashback.
No higher lending charge payable.
No arrangement fee.
ERC - None.
Interest is calculated daily.
The product is portable.
The response telephone number is 0800 10 90 10
Select Another Product
<<Previous
Next>>

5.1 On Column

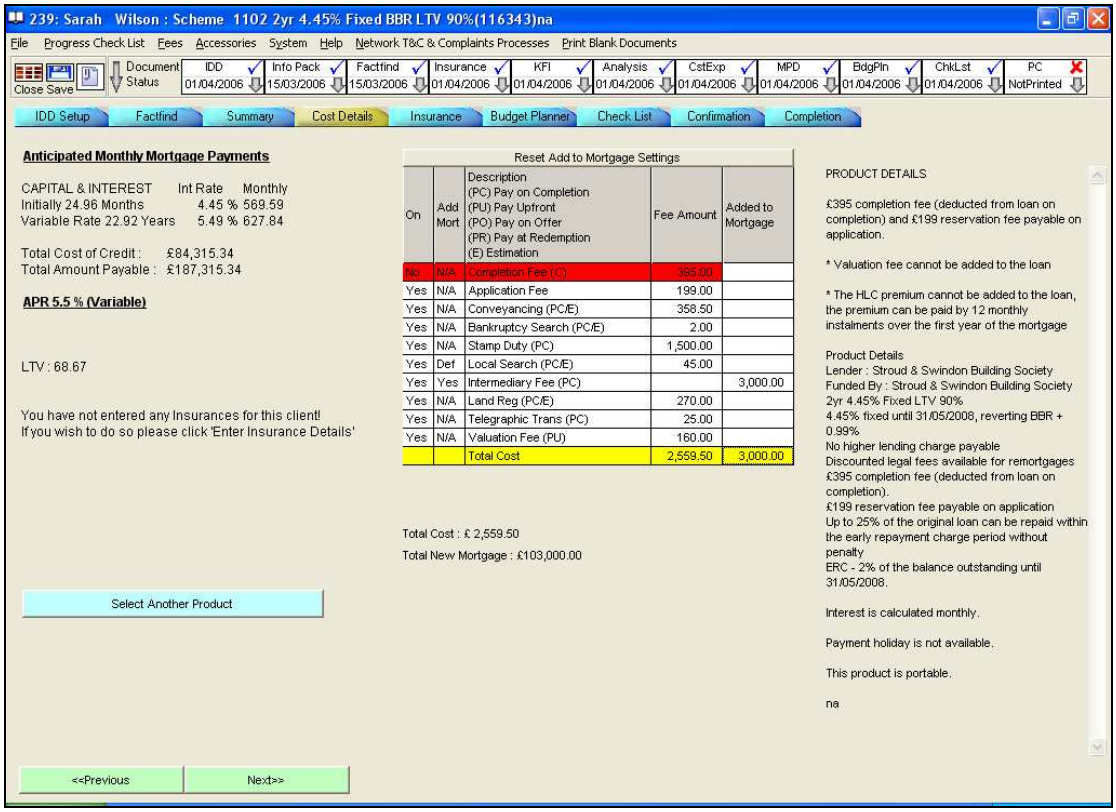
As shown on the screenshot of the Cost details screen, you can switch costs off if you need to. When you first arrive at this screen all the items in the list will have "Yes" in the "On Column". If you wish to turn off the cost click "Yes" which will turn it to "No" and turn it red. It does not remove the cost altogether otherwise you would have no record of what you had done.


239: Sarah Wilson : Scheme 1102 2yr 4.45% Fixed BBR LTV 90%(116343)na
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes Print Blank Documents
Close Save
Document Status
IDD 01/04/2006
Info Pack 15/03/2006
Factfind 15/03/2006
Insurance 01/04/2006
KFI 01/04/2006
Analysis 01/04/2006
CstExp 01/04/2006
MPD 01/04/2006
BdgPln 01/04/2006
ChkLst 01/04/2006
PC NotPrinted
IDD Setup
Factfind
Summary
Cost Details
Insurance
Budget Planner
Check List
Confirmation
Completion
Anticipated Monthly Mortgage Payments
CAPITAL & INTEREST Int Rate Monthly
Initially 24.96 Months 4.45 % 553.00
Variable Rate 22.92 Years 5.49 % 609.56
Total Cost of Credit : £84,871.75
Total Amount Payable : £184,871.75
APR 5.8 % (Variable)
LTV : 66.67
You have not entered any Insurances for this client!
If you wish to do so please click 'Enter Insurance Details'
Select Another Product
Reset Add to Mortgage Settings
On
Add Mort
Description
(PC) Pay on Completion
(PU) Pay Upfront
(PO) Pay on Offer
(PR) Pay at Redemption
(E) Estimation
Fee Amount
No N/A Completion Fee (C) 395.00
Yes N/A Application Fee 199.00
Yes N/A Conveyancing (PC/E) 358.50
Yes N/A Bankruptcy Search (PC/E) 2.00
Yes N/A Stamp Duty (PC) 1,500.00
Yes Def Local Search (PC/E) 45.00
Yes Def Intermediary Fee (PU) 3,000.00
Yes N/A Land Reg (PC/E) 270.00
Yes N/A Telegraphic Trans (PC) 25.00
Yes N/A Valuation Fee (PU) 160.00
Total Cost 5,559.50
Total Cost : £ 5,559.50
Total New Mortgage : £100,000.00
PRODUCT DETAILS
£395 completion fee (deducted from loan on completion) and £199 reservation fee payable on application.
* Valuation fee cannot be added to the loan
* The HLC premium cannot be added to the loan, the premium can be paid by 12 monthly instalments over the first year of the mortgage
Product Details
Lender : Stroud & Swindon Building Society
Funded By : Stroud & Swindon Building Society
2yr 4.45% Fixed LTV 90%
4.45% fixed until 31/05/2008, reverting BBR + 0.99%
No higher lending charge payable
Discounted legal fees available for remortgages
£395 completion fee (deducted from loan on completion).
£199 reservation fee payable on application
Up to 25% of the original loan can be repaid within the early repayment charge period without penalty
ERC - 2% of the balance outstanding until 31/05/2008.
Interest is calculated monthly.
Payment holiday is not available.
This product is portable.
na
<<Previous
Next>>

5.2 Add Mort

If you need to add a cost to the mortgage you can do so by clicking the cost in the Add Mort column.

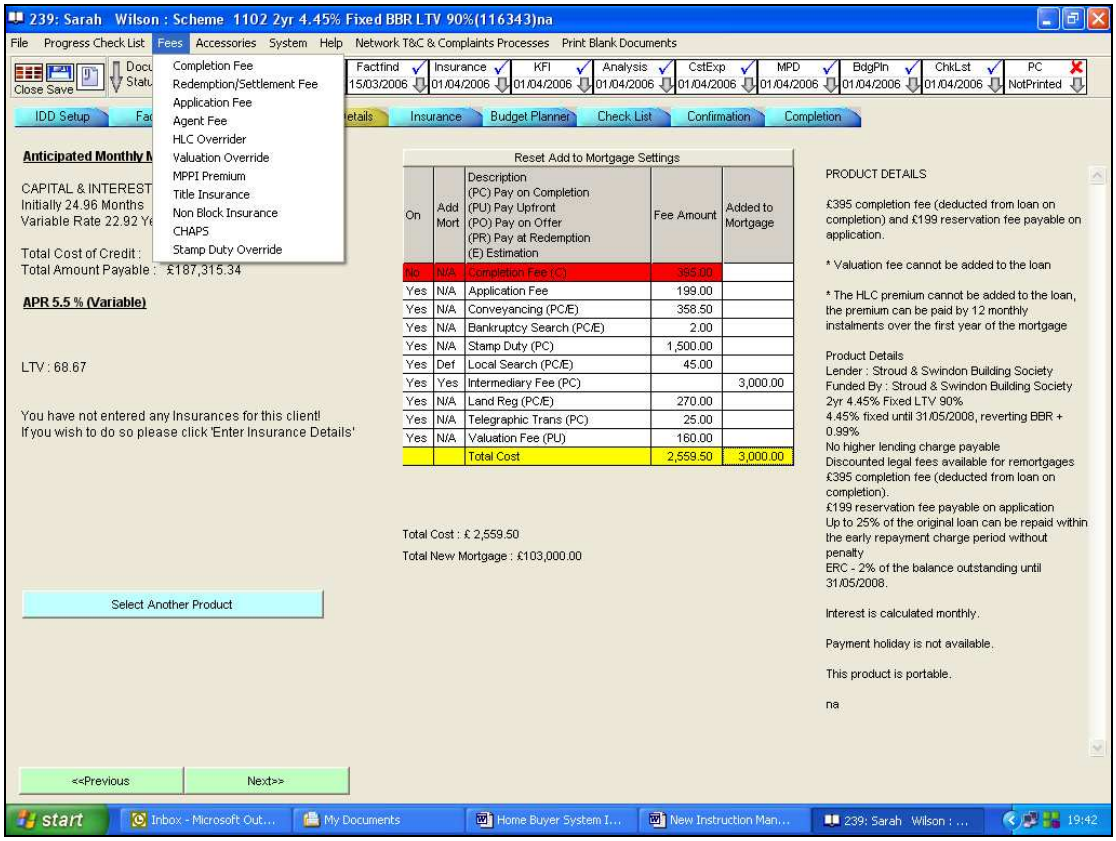
When you click it the cost is moved into the "Added to Mortgage" column.


239: Sarah Wilson : Scheme 1102 2yr 4.45% Fixed BBR LTV 90%(116343)na
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes Print Blank Documents
Close Save
Document Status
IDD 01/04/2006
Info Pack 15/03/2006
Factfind 15/03/2006
Insurance 01/04/2006
KFI 01/04/2006
Analysis 01/04/2006
CstExp 01/04/2006
MPD 01/04/2006
BdgPln 01/04/2006
ChkLst 01/04/2006
PC NotPrinted
IDD Setup
Factfind
Summary
Cost Details
Insurance
Budget Planner
Check List
Confirmation
Completion
Anticipated Monthly Mortgage Payments
CAPITAL & INTEREST Int Rate Monthly
Initially 24.96 Months 4.45 % 569.59
Variable Rate 22.92 Years 5.49 % 627.84
Total Cost of Credit : £84,315.34
Total Amount Payable : £187,315.34
APR 5.5 % (Variable)
LTV : 68.67
You have not entered any Insurances for this client!
If you wish to do so please click 'Enter Insurance Details'
Reset Add to Mortgage Settings
On
Add Mort
Description (PC) Pay on Completion (PU) Pay Upfront (PO) Pay on Offer (PR) Pay at Redemption (E) Estimation
Fee Amount
Added to Mortgage
No N/A Completion Fee (C) 395.00
Yes N/A Application Fee 199.00
Yes N/A Conveyancing (PC/E) 358.50
Yes N/A Bankruptcy Search (PC/E) 2.00
Yes N/A Stamp Duty (PC) 1,500.00
Yes Def Local Search (PC/E) 45.00
Yes Yes Intermediary Fee (PC) 3,000.00
Yes N/A Land Reg (PC/E) 270.00
Yes N/A Telegraphic Trans (PC) 25.00
Yes N/A Valuation Fee (PU) 160.00
Total Cost 2,559.50 3,000.00
Total Cost : £ 2,559.50
Total New Mortgage : £103,000.00
Select Another Product
PRODUCT DETAILS
£395 completion fee (deducted from loan on completion) and £199 reservation fee payable on application.
* Valuation fee cannot be added to the loan
* The HLC premium cannot be added to the loan, the premium can be paid by 12 monthly instalments over the first year of the mortgage
Product Details
Lender : Stroud & Swindon Building Society
Funded By : Stroud & Swindon Building Society
2yr 4.45% Fixed LTV 90%
4.45% fixed until 31/05/2008, reverting BBR + 0.99%
No higher lending charge payable
Discounted legal fees available for remortgages
£395 completion fee (deducted from loan on completion).
£199 reservation fee payable on application
Up to 25% of the original loan can be repaid within the early repayment charge period without penalty
ERC - 2% of the balance outstanding until 31/05/2008.
Interest is calculated monthly.
Payment holiday is not available.
This product is portable.
na
<<Previous
Next>>

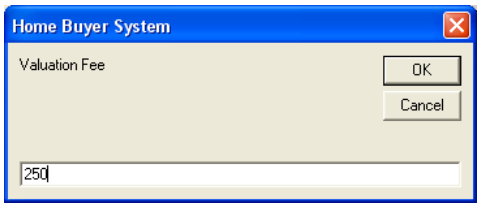
If you need to put everything back to how it was before you made changes then all you need to do is click the “Reset Add to Mortgage Settings” button at the head of the costs.

5.3 Fees

The Fees menu gives you the opportunity to override fees stated on the Cost Details screen and add new ones.


239: Sarah Wilson : Scheme 1102 2yr 4.45% Fixed BBR LTV 90%(116343)na
File
Progress Check List
Fees
Accessories
System
Help
Network T&C & Complaints Processes
Print Blank Documents
Completion Fee
Redemption/Settlement Fee
Application Fee
Agent Fee
HLC Overrider
Valuation Override
MPPI Premium
Title Insurance
Non Block Insurance
CHAPS
Stamp Duty Override
Factfind 15/03/2006
Insurance 01/04/2006
KFI 01/04/2006
Analysis 01/04/2006
CstExp 01/04/2006
MPD 01/04/2006
BdgPln 01/04/2006
ChkLst 01/04/2006
PC NotPrinted
IDD Setup
Insurance
Budget Planner
Check List
Confirmation
Completion
Anticipated Monthly
CAPITAL & INTEREST
Initially 24.96 Months
Total Cost of Credit :
Total Amount Payable : £187,315.34
APR 5.5 % (Variable)
LTV : 68.67
You have not entered any Insurances for this client!
If you wish to do so please click 'Enter Insurance Details'
Reset Add to Mortgage Settings
On
Add Mort
Description (PC) Pay on Completion (PU) Pay Upfront (PO) Pay on Offer (PR) Pay at Redemption (E) Estimation
Fee Amount
Added to Mortgage
No N/A Completion Fee (C) 395.00
Yes N/A Application Fee 199.00
Yes N/A Conveyancing (PC/E) 358.50
Yes N/A Bankruptcy Search (PC/E) 2.00
Yes N/A Stamp Duty (PC) 1,500.00
Yes Def Local Search (PC/E) 45.00
Yes Yes Intermediary Fee (PC) 3,000.00
Yes N/A Land Reg (PC/E) 270.00
Yes N/A Telegraphic Trans (PC) 25.00
Yes N/A Valuation Fee (PU) 160.00
Total Cost 2,559.50 3,000.00
Total Cost : £ 2,559.50
Total New Mortgage : £103,000.00
Select Another Product
PRODUCT DETAILS
£395 completion fee (deducted from loan on completion) and £199 reservation fee payable on application.
* Valuation fee cannot be added to the loan
* The HLC premium cannot be added to the loan, the premium can be paid by 12 monthly instalments over the first year of the mortgage
Product Details
Lender : Stroud & Swindon Building Society
Funded By : Stroud & Swindon Building Society
2yr 4.45% Fixed LTV 90%
4.45% fixed until 31/05/2008, reverting BBR + 0.99%
No higher lending charge payable
Discounted legal fees available for remortgages £395 completion fee (deducted from loan on completion).
£199 reservation fee payable on application
Up to 25% of the original loan can be repaid within the early repayment charge period without penalty
ERC - 2% of the balance outstanding until 31/05/2008.
Interest is calculated monthly.
Payment holiday is not available.
This product is portable.
na
<<Previous
Next>>
start
Inbox - Microsoft Out...
My Documents
Home Buyer System I...
New Instruction Man...
239: Sarah Wilson : ...
19:42

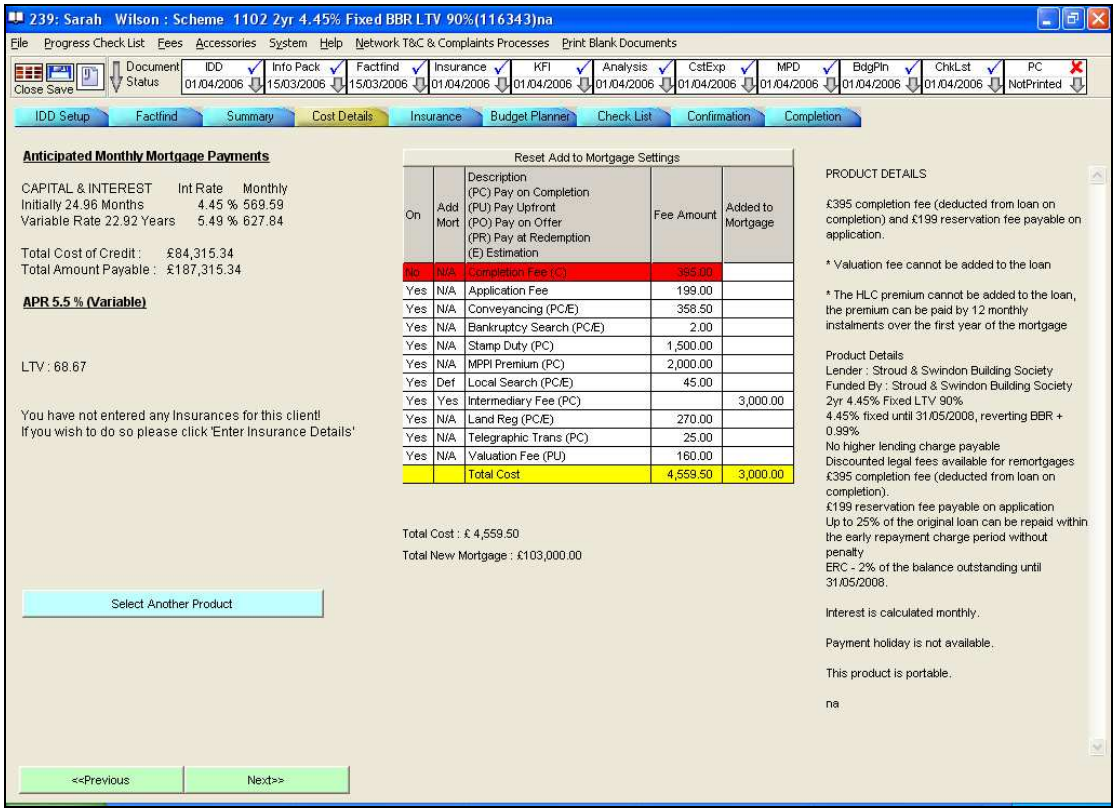
To override a fee click one of those that has override in the title, such as Valuation Override. This will bring up a box that you can type the figure you want to use.



Then click the OK button and the amended fee will now appear in the costs.

If you need to go back to the original figure then repeat the process but enter “0”. When you click OK you will find the cost has reverted to the original figure.

If you want to add a new fee such as “MPPI Premium” then again click on it and type in the fee. Then click OK and you will find it has been added to the list of costs.


239: Sarah Wilson : Scheme 1102 2yr 4.45% Fixed BBR LTV 90%(116343)na
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes Print Blank Documents
Close Save
Document Status
IDD 01/04/2006
Info Pack 15/03/2006
Factfind 15/03/2006
Insurance 01/04/2006
KFI 01/04/2006
Analysis 01/04/2006
CstExp 01/04/2006
MPD 01/04/2006
BdgPln 01/04/2006
ChkLst 01/04/2006
PC NotPrinted
IDD Setup
Factfind
Summary
Cost Details
Insurance
Budget Planner
Check List
Confirmation
Completion
Anticipated Monthly Mortgage Payments
CAPITAL & INTEREST Int Rate Monthly
Initially 24.96 Months 4.45 % 569.59
Variable Rate 22.92 Years 5.49 % 627.84
Total Cost of Credit : £84,315.34
Total Amount Payable : £187,315.34
APR 5.5 % (Variable)
LTV : 68.67
You have not entered any Insurances for this client!
If you wish to do so please click 'Enter Insurance Details'
Select Another Product
Reset Add to Mortgage Settings
On
Add Mort
Description
(PC) Pay on Completion
(PU) Pay Upfront
(PO) Pay on Offer
(PR) Pay at Redemption
(E) Estimation
Fee Amount
Added to Mortgage
No N/A Completion Fee (C) 395.00
Yes N/A Application Fee 199.00
Yes N/A Conveyancing (PC/E) 358.50
Yes N/A Bankruptcy Search (PC/E) 2.00
Yes N/A Stamp Duty (PC) 1,500.00
Yes N/A MPPI Premium (PC) 2,000.00
Yes Def Local Search (PC/E) 45.00
Yes Yes Intermediary Fee (PC) 3,000.00
Yes N/A Land Reg (PC/E) 270.00
Yes N/A Telegraphic Trans (PC) 25.00
Yes N/A Valuation Fee (PU) 160.00
Total Cost 4,559.50 3,000.00
Total Cost : £ 4,559.50
Total New Mortgage : £103,000.00
PRODUCT DETAILS
£395 completion fee (deducted from loan on completion) and £199 reservation fee payable on application.
* Valuation fee cannot be added to the loan
* The HLC premium cannot be added to the loan, the premium can be paid by 12 monthly instalments over the first year of the mortgage
Product Details
Lender : Stroud & Swindon Building Society
Funded By : Stroud & Swindon Building Society
2yr 4.45% Fixed LTV 90%
4.45% fixed until 31/05/2008, reverting BBR + 0.99%
No higher lending charge payable
Discounted legal fees available for remortgages £395 completion fee (deducted from loan on completion).
£199 reservation fee payable on application
Up to 25% of the original loan can be repaid within the early repayment charge period without penalty
ERC - 2% of the balance outstanding until 31/05/2008.
Interest is calculated monthly.
Payment holiday is not available.
This product is portable.
na
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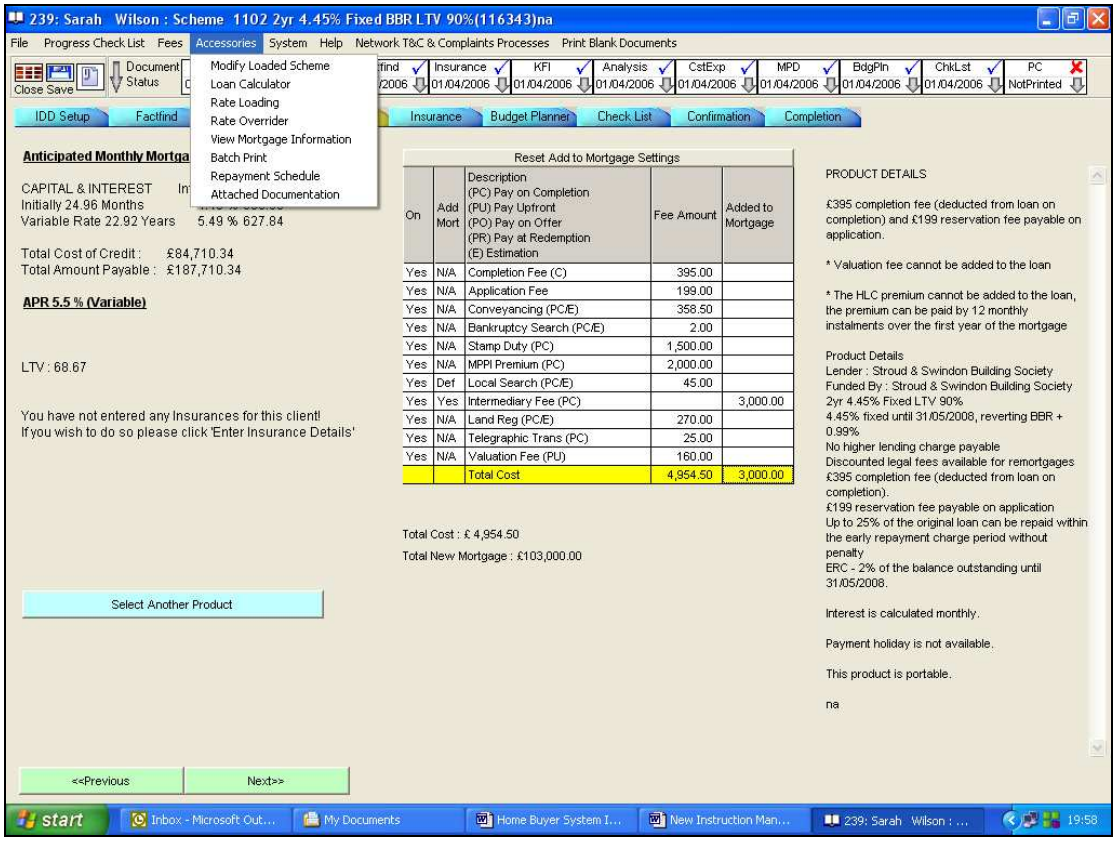
6. Accessories


239: Sarah Wilson : Scheme 1102 2yr 4.45% Fixed BBR LTV 90%(116343)na
File Progress Check List Fees Accessories System Help Network T&C & Complaints Processes Print Blank Documents
Modify Loaded Scheme
Loan Calculator
Rate Loading
Rate Overrider
View Mortgage Information
Batch Print
Repayment Schedule
Attached Documentation
Close Save
Document Status
Insurance 01/04/2006
KFI 01/04/2006
Analysis 01/04/2006
CstExp 01/04/2006
MPD 01/04/2006
BdgPln 01/04/2006
ChkLst 01/04/2006
PC NotPrinted
IDD Setup
Factfind
Insurance
Budget Planner
Check List
Confirmation
Completion
Anticipated Monthly Mortga
CAPITAL & INTEREST
Initially 24.96 Months
Variable Rate 22.92 Years 5.49 % 627.84
Total Cost of Credit : £84,710.34
Total Amount Payable : £187,710.34
APR 5.5 % (Variable)
LTV : 68.67
You have not entered any Insurances for this client!
If you wish to do so please click 'Enter Insurance Details'
Select Another Product
Reset Add to Mortgage Settings
On
Add Mort
Description
(PC) Pay on Completion
(PU) Pay Upfront
(PO) Pay on Offer
(PR) Pay at Redemption
(E) Estimation
Fee Amount
Added to Mortgage
Yes N/A Completion Fee (C) 395.00
Yes N/A Application Fee 199.00
Yes N/A Conveyancing (PC/E) 358.50
Yes N/A Bankruptcy Search (PC/E) 2.00
Yes N/A Stamp Duty (PC) 1,500.00
Yes N/A MPPI Premium (PC) 2,000.00
Yes Def Local Search (PC/E) 45.00
Yes Yes Intermediary Fee (PC) 3,000.00
Yes N/A Land Reg (PC/E) 270.00
Yes N/A Telegraphic Trans (PC) 25.00
Yes N/A Valuation Fee (PU) 160.00
Total Cost 4,954.50 3,000.00
Total Cost : £ 4,954.50
Total New Mortgage : £103,000.00
PRODUCT DETAILS
£395 completion fee (deducted from loan on completion) and £199 reservation fee payable on application.
* Valuation fee cannot be added to the loan
* The HLC premium cannot be added to the loan, the premium can be paid by 12 monthly instalments over the first year of the mortgage
Product Details
Lender : Stroud & Swindon Building Society
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2yr 4.45% Fixed LTV 90%
4.45% fixed until 31/05/2008, reverting BBR + 0.99%
No higher lending charge payable
Discounted legal fees available for remortgages £395 completion fee (deducted from loan on completion).
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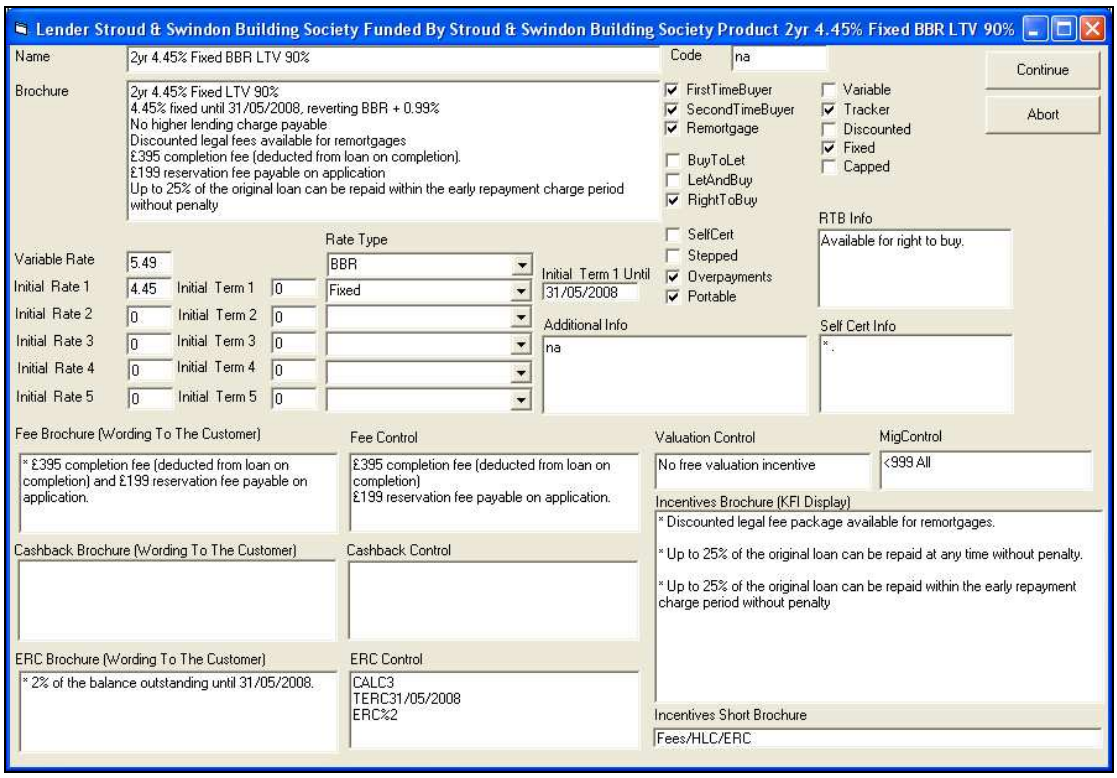
Up to 25% of the original loan can be repaid within the early repayment charge period without penalty
ERC - 2% of the balance outstanding until 31/05/2008.
Interest is calculated monthly.
Payment holiday is not available.
This product is portable.
na
<<Previous
Next>>
start
Inbox - Microsoft Out...
My Documents
Home Buyer System I...
New Instruction Man...
239: Sarah Wilson : ...
19:58

The Accessories menu has a number of useful functions.

6.1 Modify Loaded Scheme

You need to be on the Cost Details screen to use this facility. When you click on it you will see the details of the scheme.



If for instance you wanted to change the initial rate (4.45%) click on it and type in the rate you want to change it to. Then click “Continue” and you will be asked to save the change to the product to that customers record.

Similarly if you change the text, then this will be saved too when you click “Continue”.

6.2 Loan Calculator

If you need to let the system work out the deposit then you can type in the LTV percentage here and when you click OK it will calculate it for you.

6.3 Rate Loading

If the rate needs to be loaded then click on “Rate Loading”, then type in the loading (e,g if the loading is half a percent then 0.5). When you click on OK the monthly costs will have been recalculated on this basis and the rate shown on the screen will reflect the loading.

6.4 Rate Override

If you simply need to change the rate/s then click on “Rate Override” and enter the rate or rates you want to change.

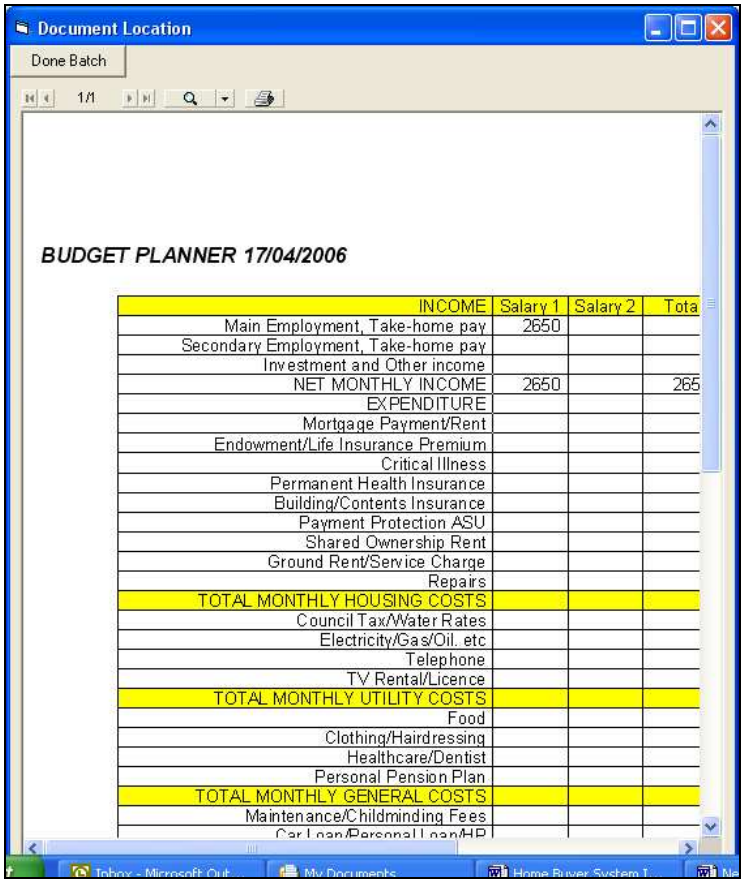
6.5 View Mortgage Information

If you want to check the details of the scheme you have chosen click this to view them.

6.6 Batch Print

Previously in this Manual we have discussed the facility to do Batch printing. This facility allows you to batch documents for printing rather than print them at that time.

When you want to print all the documents you have batched for that customer you go into the customer from the Customer Database and on the Accessories menu click Batch Print.

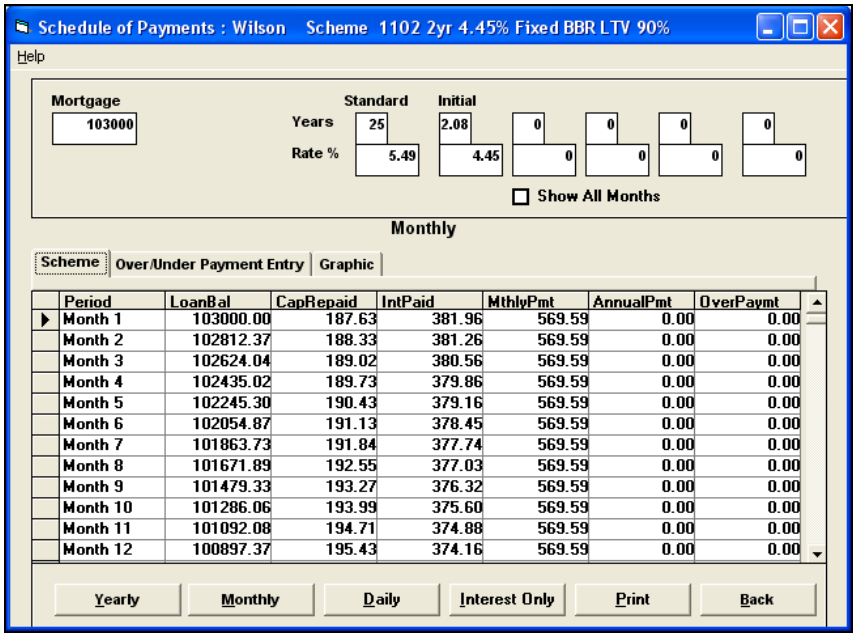


This will show you all the documents you have batched. To print them click the print button and when you have finished printing click the “Done Batch” button.

This will then turn the graphic on the print progress to a tick and turn the status from “Batched” to the date it was printed on.

6.7 Repayment Schedule

If you wish to give a schedule to your customer showing how the mortgage is paid off in the case of a Capital and Interest mortgage (or not for an Interest Only mortgage). Then click on this to produce it.



You can also do Over/Under Payment calculations here as well. An overview of this is given in the Repayment Calculator section of this Manual.

6.8 Attached Documentation

If you click here you can view all the documents you have attached to this customer's record. To find out how to do this, please see the section titled "Attach Files" in the early section of this Manual.